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Citation

The Director of RADIO BARCELONA
of the Spanish Radio Diffusion

SALUTES

the Exhibit Manager of the U.S. Pavilion in the Official and International Samples Fair of Barcelona, and has the pleasure to inform him that the Jury appointed for the awarding of the Annual Prizes of Radio Barcelona to the best national and foreign exhibitions at the XXXIII Official and International Samples Fair of Barcelona, has hereby agreed unanimously to award to this Exhibit the Medal of Radio Barcelona.

Business Bulletins *from around the world*

CAMEROON—Mobil Oil to explore for oil, gas in offshore area. Contract covers four-year period after which three renewals can be made, each for four years. $1.5 million will be invested during each period.

COLOMBIA—According to Colombian newspaper report, Ministry of Public Works (Ministerio de Obras Publicas) to begin road and bridge building program in August that will require outlay of about $17.5 million. Bidding on projects to begin in August. Ministry to ask for bids to reconstruct, pave 34 kilometers of Medellin-Cartagena highway. Project will cost about $2.2 million. Bidding also to begin in August to construct 10 bridges requiring investment of about $1.5 million. Bids on other highway projects to be requested by Ministry in each of final four months of year.

DAHOMEY—Deep-water port at Cotonou recently completed, equipped with adequate storage facilities, capable of handling between 400,000 and 450,000 tons of merchandise a year, will lower shipping rates to and from Dahomey; expected to stimulate foreign trade.

FRANCE—Imports of U.S. footwear totaled 27,330 pairs valued at $123,000 in 1964, compared with 12,620 pairs valued at $32,000 imported in 1963.

GREECE—Imports of tractors, combines reach record level during 1964 and first five months of 1965. Over 1,150 combines imported in January-May 1965, compared with 539 for entire year 1964. 5,766 foreign tractors, almost all two-axle, purchased in 1964, compared with 4,413 in 1963. More than half tractors and 85% of combines bought in 1964 were European makes and U.S. makes manufactured in Europe. Remainder came from Soviet bloc.

INDIA—New restrictions imposed on 65 import items from hard currency countries, effective July 15, as foreign currency reserves reportedly sank to statutory minimum of $400 million. Included are bans until March 1966, on imports of goods such as motor vehicle parts and categories of industrial machinery. Food imports, defense spending, variety of invisible foreign exchange drains seen as major factors straining scarce foreign currency reserves, already seriously drawn down by continuing industrial expansion.

INDONESIA—President Sukarno orders Bank Umum Negara, Bank Tabungan Negara, and Bank Koperasi Tani dan Nelajan integrated into Bank Indonesia, the central bank. Bank Negara Indonesia and Bank Dangang Negara will probably also be absorbed by central bank at later date to permit greater supervision of banking system.

IRELAND—Exports of greyhounds reached record $3 million in 1964, representing 80% increase since 1958 and 15% increase over last year.

MALAYSIA—New $17.3 million Kuala Lumpur International Airport to become operational Sept. 1. On that date, all air services will cease using old airport which is being turned over to Royal Malaysian Air Force. Seven airlines to initially serve new airport, but additional international airlines expected to serve new airport later.

MOROCCO—Plans approved for construction of 10 motels by Swiss hotel construction firm of FADCO. Investment of $6 million will add some 600 rooms to country's tourist industry.

$50 million Safi chemical complex in Morocco, under construction since 1961, inaugurated. Geared primarily to process country's phosphate resources into fertilizer, Moroccan-owned complex to employ some 500 persons.

NETHERLANDS—Dwelling units constructed in May totaled 9,109, 23% increase over like month 1964.

January-April imports from U.S. totaled $215 million, 13% decrease compared with like period 1964. U.S. market share was 9% compared with 10.5% in first four months of 1964.

NORWAY—Store Norske Spitzbergen Kulkompani A/S announces sale of 120,000 metric tons of Spitzbergen coal to two West German firms. This represents important share of total amount produced by company. Two firms in Germany reported to have been buying coal from Store Norske for last 10 years.

PAKISTAN—World Bank loans $30 million to Pakistan Industrial Credit and Investment Corporation (PICIC) to finance foreign exchange costs of number of PICIC-supported projects in private sector. Foreign exchange to be utilized to import needed machinery, components, spare parts.

PORTUGAL—Agreement reached with Sweden on double taxation convention. This agreement is first to be concluded of several currently being negotiated; expected to enter into effect in time to cover present year.

SWEDEN—Svenska Dataregister (Sweda), leading Swedish office machines manufacturer, plans exhibition in Moscow in September and is considering possibility of exporting electronic computers to Soviet Union.

SYRIA—Soviet Union to construct only the second unit of three-unit nitrogenous fertilizer plant, promised in 1957 economic and technical agreement between two countries, at Homs, Syria. First (ammonia) unit awarded by international tender to Italian firm; third to be undertaken by Czechoslovakia.

UNITED KINGDOM—Consumer expenditure on footwear, which reached new peak of $929 million in 1964, expected to rise by 21% to $1.1 billion by 1970, British Footwear Manufacturers Federation predicts. A quarter of all shoes bought in 1970 will be imported as compared with 10% in 1957 and 21% in 1964.

YUGOSLAVIA—"America Day" at Zagreb International Trade Fair to take place Sept. 10. U.S. Exhibit will be centered on theme: "Better Living through Electricity."

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the cover

Seven independent judges walked all over the fairgrounds of the Barcelona International Samples Fair and spent a lot of time looking, peering and studying the numerous pavilions at the show. When the matter came to a vote, all seven felt the same way: the United States had the best one in terms of design, layout and services for the exhibitors. The medal shown is the one they awarded. A story about the award appears on page 18.

International Commerce

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NHMA trade mission visits Bentall's department store in Kingston-on-Thames, outside London. Group also toured Selfridge's, Harrod's, and Timothy White's.

TRADE MISSION REPORTS ON

Operation housewares

NHMA group, back from Europe, urges industry to give attention to markets there

Fifty-seven strong, they took off from Dulles International Airport—equipped with catalogs and housewares samples.

Back from Europe three weeks later, none had become a market expert, but all drew conclusions which had this common denominator:

"There is always room in Europe for a good product whose performance, function, and design are properly related to its price. But selling in Europe cannot be approached as a marginal activity. The rewards are there for those who work for them."

The National Housewares Manufacturers Association trade mission brings this message to U.S. industry in a report of their early spring visit to Germany, France, Italy and the United Kingdom.

Probably no more than 2% of U.S. housewares manufacturers are doing a creditable job in selling to the wealthy European markets, says NHMA managing director Dolph Zapfel, though a few are strongly entrenched there. It is to those who have not given Western Europe the attention it deserves that the mission's report is directed.

Visit shows

The members, representing 35 firms, a trade publication, and the NHMA, visited trade shows to observe the range, style and prices of European products. They visited retail outlets to observe merchandising practices. They met with leading buying organizations, both at the wholesale and retail levels, to discuss opportunities for specific products.

One of the most valuable parts of the program, they say, were the face-to-face discussions with European businessmen—discussions both with buyers and with top management of retail and distributive organizations.

The mission distributed a multilingual color brochure, "This is the Housewares Industry U.S.A."

Product categories represented by the group included: Bathroom accessories, cabinets, chemicals, coffeemakers, cookware, cutlery, dinnerware, electric housewares and heaters, glassware, garden and lawn tools, household hardware and insulated ware, humidifiers and dehumidifiers, kitchen tools and gadgets, outdoor cookers, plastic ware, room dividers, rubber products, serving and buffet accessories and wall accessories.

The mission—a private operation organized and paid for by NHMA and the individual companies participating—was briefed in Washington by Commerce Department officials before its departure.

Excerpts from the mission report on each country visited follow. Accompanying each country article is a list, compiled by the mission, of principal buying organizations in that country.

Germany

The German market is second in size to the United States among the economies of the free world; it has Western Europe's largest population and gross national product besides substantial foreign exchange to pay for imports. The population of West Germany (including West Berlin) is 58.3 millions. Wage increases have been rapid in recent years, and the latest available official survey showed that about one-half of all West German households has a net annual income exceeding $1,800.

Tariffs are stated as "ad valorem" percentages based on the price normally charged to an independent buyer under free market conditions. This value includes shipping costs, insurance and forwarder's commission. The full value is normally known in foreign trade as c.i.f.

Exporters should figure about $40 per long ton or 40 cubic feet, whichever is the greater, for ocean freight to European ports. (See your freight forwarder for specific rates.) Imports are also subject to turnover tax at the border, but this merely equates the tax burden with that of local producers. This turnover tax is assessed on the c.i.f. value plus the tariff duty.

Consumer demand at high level

Two significant German economic conditions are these: the very high level of consumer demand, and pressures on the economy's capacity to cope with this demand arising especially from a severe shortage of labor. This phenomenon is evidenced by figures from the hardware field; sales last year increased 9% over the previous year, but prices rose on average by 6%.

People have more leisure time than ever before, and they are reportedly prepared to upgrade their buying. They want quality and good appearance.

Consumer selling in Germany was reported to be almost completely cash business. There are no credit cards, no charge plates, as we know them in the United States. The Germans must go through a formidable procedure, the same as obtaining commercial credit, to get even a small loan. This is changing even now, but credit is still a new concept for the Germans.

On pricing, a U.S. manufacturer should figure a suggested fair trade price, which must be registered with the German Cartel office. From this price, 45% off, plus possibly up to 5% for quantity was reported as usual. U.S. manufacturers' quotations should include production costs, including factory profit, insurance, and freight to the European port of entry. Buyers in Germany pick up the figure from that point.

The consumer appears to have been neglected by many European manufacturers doing business in Germany. There is just too much business available in most retail lines for manufacturers to be seriously concerned with the customer's wants.

Said one German chain department store executive about American manufacturers' opportunities: "You have an important psychological advantage; the market is wide open if you will go for it."

Cologne fair

The Cologne Household Goods and Hardware Fair is Europe's leading hardware and housewares show. Attendance this year was reported at 60,000 trade visitors from 65 countries and a total of 1,850 exhibitors from 19 countries.

Mission members generally praised the fair for the overall appearance of exhibits, but noted the lack in most displays of specific emphasis on products and their functions.

One Mission member wrote "kitchen tools and gadgets were limited in variety as compared to the U.S." Another said, "At the fair, my type products were almost were impossible to find. While plastic manufacturing here in Germany seems to be based on advanced technology, and shows generally good styling, there seems to be a lack of recognition of the functions of products themselves."

"A good can opener is needed in Europe," members of the mission were told many times. Hand-operated units retailed from about 15 cents to $1.75, and few electric can openers were offered at retail possibly because "fresh-food cooking" makes the can opener less important to European housewives.

Packaging and presentation as seen at the Cologne exhibits have progressed markedly in the last three years, yet by U.S. standards they remain poor.

Merchandising

German retail outlets generally let the customer come to them—which appeared to happen in great numbers daily. Advertising and other sales promotion activities were skimpy, except for store window displays which were reported to be well done. The clerks were far more knowledgeable and helpful than is generally true in the United States.

Advertising and sales promotion appeared not as highly developed in Germany, nor in all of Europe, as in the United States. Space rates in newspapers, magazines, and trade publications were comparatively high per thousand circulation, so there is little product advertising by retailers. Radio and television receivers are widespread in Germany, but licensed by the Government, with advertising permitted only at stipulated times during the day.

NHMA TRADE MISSION members gather at Dulles International Airport, Washington, to start travels.

Will buy at higher prices

All phases of American merchandising appeared to fascinate the Germans, who are quick to appraise true value in their buying. Personal demonstrations of more complicated housewares drew crowds and appeared to create sales.

In some instances, particularly the electrics, product modifications are required for the German, as well as other European markets. Most housing units in Germany have, at best, 15-amperes electrical circuits, which limits the number of appliances that can be used. Also differences in voltage between cities, and the closely neighboring countries, prompted the recommendation to trade mission members of a changeover switch and converters to permit the use of a small appliance anywhere.

The German retail trade is sufficiently integrated to provide the means to generate a substantial sales volume through

a small number of organizations. This should not lead one to overlook the overwhelming importance of specialized retailers and small wholesalers. However, from the point of view of a company thinking in terms of penetrating the German market it is the small percentage of very large buying organizations that is important. In this respect the German department stores are particularly outstanding. In fact they are the only department stores in Europe that can buy at full wholesale discounts.

The department stores own important variety chains. This phenomenon will be observed also in France and Italy. Thus, Karstadt owns KEPA with 50 outlets; and Kaufhof controls Kaufhalle with 57 variety stores.

The mail order industry is important in Germany, as in Britain, in contrast to the situation in France and Italy.

The place of wholesalers in the channels of distribution is more important than that of the purchasing co-operatives. The available figures show that 44% of household utensils are handled by wholesalers as against 9% by purchasing co-operatives.

Selling in Germany

Several German buying organizations have agents in New York, as do other European companies, but any U.S. company that seriously wishes to penetrate the German market must have a representative on the spot in Germany. Several alternatives are available. These comprise a commission agent, a warehousing importer, the company's own sales force, or the "use" of another company's German sales force. Delivery problems in Germany have caused some companies there to solicit foreign sources of supply in order to have sufficient products for their salesmen to sell.

Department stores will import direct; wholesalers and other buying organizations may not wish to. In many ways a warehousing importer is preferable for a U.S. company because he assumes the financial burden.

One of the most important facts of life in Germany is the shortage of labor, and the even greater shortage of salesmen. There are many commercial centers of considerable importance in Germany, in contrast to the few focal trade centers in France and Italy. To cover the 10 German provinces, many German companies use six to 10 agents, even though the entire area of these 10 provinces is 95,744 square miles. The organization representing many of the available sales agents is called Centralvereinigung deutscher Handelsvertreter.

German merchandising organizations

Buying Organizations

Nordsued-Nuernberger Bund
Grosseinkaufsverband
43 Essen, Schuemannstrasse 30

Nordwest Eisen- u. Metallwaren
Hagen, Berliner Strasse 32-34

Kaufring GmbH
4 Dusseldorf
Heinrich-Ehrhardt-Strasse 61

Eisenwaren-Einkaufsgenossenschaft
Kirn-Nahe eGmbH
657 Kirn (Nahe), Steinweg 8

Niederrheinische Einkaufsgenossenschaft
404 Neus (Rhein)—Rheintorstr. 30

Einkaufsverband Rheinwost eGmbH
43 Essen-Kray
Dortmunder Str. 427 a

Grosseinkaufsverband Rote Erde e GmbH
46 Dortmund-Aplerbeck
Ringofenstr. 15

Einkaufsburo Deutscher Eisenhandler
56 Wuppertal-Langerfeld
Dieselstr. 33

Large Department Stores

Karstadt Aktiengesellschaft
43, Essen
Rheinische Strasse 2

Kaufhof AG
5 Koln
Leonhard-Tietz-Strasse

Hertie-Zentrale GmbH
6 Frankfurt/Main
Zeil 42

Helmut Horten GmbH
4 Dusseldorf
Am Seestern

Mail Order Houses

Quelle Gustav Schickendanz
Fuerth/Bayern

Neckermann Versand
6 Frankfurt/Main
Hanauer-Landstr. 360/400

Schoepflin Mail Order House
Haagen

F. Schwab & Co. KG
645 Hanau (Main)
Kinzigheimer Weg 6

Otto-Versand KG
2 Hamburg 26
Hammer Landstr. 12

Voluntary Chains

Afu-Freiwillige Handelskette GmbH
Mannheim
Kaisererring 34

A & O Allsichtorganisation
Offenburg/Baden
Englestr. 1

IRA International Fachring-Handelsgesellschaft
Osnabruck, Bismarckstr. 30

Vege Verkaufsgemeinschaft Deutschland
Grosse Gallustrasse 21
Frankfurt/Main

Catena-Europe
Deutsche Catena Handelsgemeinschaft
Cheruskerring 47, Hildesheim

Variety Stores

Kepa Kaufhaus GmbH
43 Essen
Berliner Platz 1

F. W. Woolworth
6 Frankfurt/Main
Zeil 94

Kaufhalle GmbH
5 Koln-Ehrenfeld
Innere Kanalstrasse 15

LORD MAYOR of Cologne welcomes members of the housewares trade mission, during visit to Germany.

France

The NHMA mission was given an encouraging market outlook for products of the U.S. housewares industry, but investigations revealed basic merchandising problems, attributable to French customs in homemaking and in merchandising.

At the briefing session in the U.S. Embassy in Paris, members were given these general facts by Thomas E. Drumm, Jr., U.S. Commercial Consul:

The population in France at the end of 1964 was 48.3 million. Almost 60% of the people were living in towns and cities of more than 2,000 population, the remainder on farms. Young people are leaving the farms in rapidly increasing numbers.

The gross national product increased 44% from 1959 through 1964 to a record $85 billion. Per capita income reached a new high in 1963 of $1,165. In addition, the pattern of spending disposable income changed considerably.

U.S. second supplier

Germany is France's leading supplier and the United States is second, supplying about 11.3% of the total French imports from all sources. U.S. exports to France in 1964 increased by 26.5%, or more than twice the U.S. national increase of exports to all countries last year.

An analysis of the upsurge in U.S. exports to the French market does not include any substantial growth for housewares, except portable electric tools. Trade mission members found relatively few American housewares in French retail outlets.

Despite these facts, Mr. Drumm told the mission:

"The French market is essentially an open one. Quantitative restrictions on practically all manufactured products have been removed . . .

". . . The opportunities appear to exist for . . . leisure equipment, housewares, garden furniture, selected electrical appliances and other categories of products.

" . . .The continuing pent-up demand for consumer goods is recognized as an important and dynamic factor behind the continuing (business) upsurge in France and in other Western European countries. Selectively, American products are competitive in quality, function, design, style, technical advancement, and price. Despite significant increases in sales of consumer goods in Western European countries, the market saturation factor remains relatively low."

Drumm explained that the proprietors of major retail outlets have told him in substance: "We don't know what you have to offer; no one calls on us. Besides, your prices are too high."

Despite a reputed reluctance on the part of the French merchants to meet suppliers half way, representatives of firms accounting for a substantial housewares sales potential in Paris and the French provinces, came to the Hotel Meurice for meetings with the mission members.

The French merchandisers spelled out specific points necessary for doing business with United States manufacturers. These included:

Merchandising literature and packaging printed primarily in French; knowledge on the part of U.S. producers of landed costs, to include their manufacturing costs and profit, insurance, and freight to the port of entry; suggested retail price, although such may not be stated nor published as price maintenance; U.S. know-how to help in merchandising programs; consumer education in product use; continuing service after initial retailers' or wholesalers' purchases; and deliveries as promised.

Selling your product

The first point to make about the French market—the channels and institutions that must be used to reach the consumers—is that it is less integrated than the German marketing system (or for that matter, the British marketing system) and therefore takes comparatively more effort to tap.

Retailing in France has always been characterized by a very large number of small specialized shops. Yet a healthy sales volume can be generated through a comparatively small number of outlets.

France has comparatively good wholesale strength, though these wholesalers often will not import direct. The institutions which are most important to the beginning U.S. housewares exporter include the Paris department stores, the voluntary chains of wholesalers, the retail buying groups of retail hardware shops, the chain stores, and the large buying offices which serve a number of outlets including many of the department stores already mentioned.

As in other less developed marketing systems, many French wholesalers supply other wholesalers exclusively—that is to say they are arranged in tiers. More important for the U.S. exporter are the voluntary chains of wholesalers.

One of the leading kitchenware chains is SOCODA. This organization is connected with similar groups in other European countries including Britain. SPES is the co-ordinating organization which in effect forms a common market of hardware wholesalers.

The large department stores often buy through their buying groups, usually direct from the manufacturer. The large Paris department stores sell a substantial proportion of their products by mail.

As in other major European countries, electric appliances are often sold through specialized electric appliance outlets, generally served by wholesalers.

A number of major French buying organizations are represented in New York City. For the more aggressive U.S. exporter who intends to have a serious

French merchandising organizations

Large Department Stores

Bazar de l'Hotel de Ville
55, rue de la Verrerie
Paris 4e

La Samaritaine
19, rue de la Monnaie
Paris

Louvre
Place du Palais Royal
Paris

Au Grand Quartier
37, rue Jouffroy
Paris

Galeries Lafayette
25, Chaussee d'Antin
Paris 9e

Printemps
64, Bvd. Haussmann
Paris 9e

Au Bon Marche
135 rue du Bac
Paris 7e

Dime Stores

Uniprix
32, rue Beaubourg
Paris 3e

Monoprix
3 rue Paul Cezanne
Paris 8

Prisunic
124-126 rue de Provence
Paris 9

Mail Order

La Redoute
59, rue Blanchemaille
Roubaix (Nord)

Les Trois Suisses
50, Ave. Jean Lebas
Roubaix (Nord)

Manufrance
Cour Fauvriel
St. Etienne (Loire)

Voluntary Groups

UCODROCO (Cooperative—Household chemicals)
64, rue des Mathurins
Paris 8e

C.A.R.T. (Buying Cooperative—Electrical Appliances)
74, Av. D'Argenteuil
Asnieres (Seine)

SOCODA (Voluntary chain of Hardware Stores)
2, rue de Chateaudrun
Paris 9e

Les Cooperatiurs de Flandre et d'Artois
3, Route de Bergues
Coudekerque-Branche (Nord)

AVAM
3, rue Francois Ler
Paris 8e

CATENA
100 Bvd. Sebastopol
Paris 3e

Sofal, Cercle Bleu
108, Ave. de General Leclerc
Pantin (Seine)

Buying Offices

Groupement d'Achats des Grands Magasins Independants GAGMI
89 rue d'Amsterdam
Paris 8

Societe des Magasins Reunis
60 rue Turenne
Paris 3

Societe Francaise des Nouvelles Galeries Reunies
66 rue des Archives
Paris 3

Societe Paris-France
137 bd Voltaire
Paris 11

Societe Centrale d'Achats
3 rue Paul Cezanne
Paris 8

Societe Parunis
137 Voltaire
Paris 11

Societe Alsacienne de Magasins Prisunic
124-126 rue de Provence
Paris 9

Societe Parisienne d'Achats en Commun S.A.P.A.C.
102 rue de Provence
Paris 9

Societe des Grandes Enterprises de Distribution INNO-France
15 rue Bourdonnais
Paris 1

try at penetrating the French market, there are several other alternatives. These alternatives comprise independent warehousing distributors, commission agents (manufacturers' representatives), own sales force, or a "mother hen" sales force.

Observations on the market

The department stores of Paris, reports indicated, remain the leading outlets for introduction of merchandise to France. Specialty shops appear to follow the leadership displayed by department stores. If an item sells in department stores, the specialty shops soon begin to show it.

Merchandising patterns appeared to follow, generally, those of the United States, with agents, wholesalers, and retailers of major consideration. The latter are often represented by buying syndicates. Generally, it was reported that the need for a good agent in France was imperative, if proper entry was to be made into the market. However, caution in the selection of agents was suggested, because the agent's handling of competitive merchandise could result in "freezing" the product sales at a low level.

Retail advertising in France falls short of the American practices, both in frequency and intensiveness of product promotion, though more of both was observed in this country than in Germany. The press is the major advertising medium in France. Newspaper advertising costs are higher per thousand circulation than in the United States.

Of 24 mission members who commented on the French market for U.S. housewares, three gave an unqualified "no opportunity," six indicated that entering the market might be possible depending on further study of promotional needs, distribution, taxes and import duties, and markups. Fifteen Mission members indicated a good potential in France for selected products from their lines, with sufficient margins to provide for adequate merchandising programs needed to educate French homemakers in the major markets.

French tariffs on the products represented by the members of the trade mission average from 16% to 19% ad valorem.

BEFORE MISSION LEFT for Europe, Roy Gootenberg, Commerce Department official, briefed members.

Italy

Fragmented distribution presents difficult problems for exporters in Italy, but the long range potential there for U.S. housewares sales in concentrated markets is substantial, according to the NHMA Mission after meetings with the Italian business community in Milan.

Italy has a population of more than 51 million, making it the second largest potential market in Continental Europe for U.S. housewares. About one-fifth of the total population is concentrated in the industrial area of North Italy. Northern Italy comprises 19,010 square miles—16% of Italy's total area—and produces over 25% of the Italian gross national product. It is in this area that monthly wages at the time of the mission's study averaged about $125. Take-home wages, however, fail to tell the full story of earnings in Italy, because fringe benefits there run as high as 115% of wages actually paid, compared to a range of 17% to 18% in the United States.

In addition to general information indicating potentials of the Italian market for housewares, U.S. Consul General Earl T. Crain and staff members cautioned the NHMA mission concerning distribution problems in Italy.

"Countrywide," members were told, "there are thousands of relatively small retail shops, which are inadequately serviced by wholesalers or distributors. More than 90% of household appliances go direct from manufacturer to the retailer, with markups of from 35% to 45%. Only 10% of manufacturers' sales are made through wholesalers, with an additional markup of 10%. Frequently, in Italy, the manufacturer or wholesaler finances the retailer."

The Consulate pointed out, also, that the electrical system throughout Italy is 220/380 volt or 127/220 volt, 50 cycles.

Additional information was obtained in a panel discussion conducted by the American Chamber of Commerce of Milan.

Building your market

The Italian population is dispersed, more so than France. Any marketing program that attempts to reach a substantial proportion of the Italian consumer through the largely inadequate marketing institutions requires much time and effort, the panel members related. Department stores account for only 2% of Italian retail sales, and variety stores for a further 6%.

A large consumer goods company going for volume distribution in Italy must use a patchwork network consisting of many wholesale agents, of which there is a shortage, all under different conditions. It is difficult to keep control over pricing and display. Price maintenance is legal, however.

Retailer credit runs to 120 days, and while 30 days is good, 90 days is common.

American companies wanting to export to Italy really need a man on-the-spot, the panel told the mission. It was suggested U.S. housewares companies might band together and share the cost. Would-be exporters to Italy were given a rule-of-thumb for figuring their landed costs; a U.S. origin cost of $1 becomes approximately 1,000 lira, ($1.60) including duty, freight, warehousing, etc.

Like marketing, industry is fragmented in Italy. The artisan or craftsman approach dominates the housewares industry, and there are very few national brand names. These tiny producers tend to dominate the markets in their particular regions.

The panel discussion concluded with the advice that the only solution to distribution problems in the Italian market for relatively small housewares companies is for them to band together and pay someone on the spot to supervise agents and local distributors.

Retail prices in Italy were found by NHMA mission members to span a wider range than for similar merchandise in the United States.

Italy's lack of an overall pattern of distribution to reach her consumers—who appeared actually hungry for quality American merchandise—has been noted. Department stores are of prime importance to U.S. exporters as there are no hardware chains, drug chains, or mail order firms in Italy.

In all of Italy, there are only a few full-fleged department stores, as we know them. Seven are operated by La Rinascente-Upim, S.P.A. Ten medium-size department stores and seven smaller stores are operated by S.P.A. Grandi Magazini Coin.

Of the variety stores, Upim owned by La Rinascente, is the largest with 115 units of the Kresge or Woolworth type, in about 53 towns of Italy.

Supermarkets opened in Italy within the last five years, after battling almost universal municipal regulations requiring individual licenses for every kind of merchandise to be sold. They were reported a fast-growing development in Italian merchandising.

Duties on selected housewares

Italy has three basic duties that must be figured on c.i.f. to provide a landed cost in the country. These are the import duty, compensation dues, also known as equalization taxes, and a sales tax of 3.3%. In addition, there are city, town or village levies that add another fraction of 1 or 1½% to retail prices.

The desire for many housewares items exists among Italians once they know

about the products, the mission found. Differences in consumer habits also must be recognized. The Italians eat toasted sandwiches which require wide-mouthed toasters; their coffee is brewed differently, and they want three brushes on floor polishers.

Italian merchandising organizations

Department Stores

La Rinascente
Piazza Carlo Erba 6
Milan

S.p.A. Grandi Magazzini Coin
Via S. Caterina 2
Trieste

C.I.M.
Via Settembre 97/c
Rome

Variety Stores

UPIM
Piazza Carlo Erba 6,
Milan

Magazzini Standa
Via Celestino IV
Milan

Unione Militare
Via Tomacelli 160
Rome

Supermarkets

Supermercati Stella, S.p.A.
Viale Abruzzi, 10
Milan

Supermarkets Italiani, S.p.A.
Via Giambologna, Limito
Milan

Supermercati Alimentari SMA
Piazza Carlo Erba 6
Milan

Supermarkets Minimax
Viale Beethoven 48
Rome

Romana Supermarkets
Via Licia 36
Rome

England

Merchandising patterns in England more closely resemble those of the United States than do other European markets, but some differences are apparent, members of the NHMA mission report.

Embassy commercial staff members described Britain as an open market for U.S. products, with substantial penetration in the four United Kingdom regions —England, Scotland, Wales, and North Ireland. The population exceeds 52 million—about 11 times as many people to the square mile as in the United States.

British imports in 1964 increased 15%. Exports were up only 4.5%.

United Kingdom customs duties for most typical housewares items range from 10% to 20% of the c.i.f. at the port of entry. There is currently a surtax of 10% on all imports, figured on the c.i.f. plus the specified customs duty.

In addition, all manufacturers, both domestic and foreign, must figure a purchase tax—25% of the manufacturer's selling price for electric appliances, and 10% for most other housewares products.

Selling your product

The distribution system in Britain is highly integrated, and therefore offers more chance to sell profitable amounts of goods.

At the retail level, the most important institution for the sale of non-electric housewares is the ironmonger, equivalent to the U.S. hardware store except that the ironmonger carries, or tries to carry, the range of merchandise that an independent U.S. variety store would carry.

As with the other three countries the mission visited, department stores are of great interest to the prospective exporter to Britain. There are perhaps 30 substantial department stores in the country, and a great many more small and medium sized units.

Direct deal

Department stores usually deal directly with manufacturers. It is difficult to estimate the percentage of housewares retail sales through department stores. One source puts the department stores as responsible for "12 to 15% of retail sales in glass, pottery, ironmongery and hardware".

Drug stores play an important part in Britain in distribution of housewares.

British wholesalers are probably behind the times compared with their U.S. counterparts. Wholesalers reportedly have trading areas of about a 30- to 50-mile radius, with not much "cross-ventilation".

While mail order was an American innovation, it has come to be of great importance in the distribution of goods in Britain. It has been estimated that the importance of household goods other than textiles in the mail order catalogs is about 10%.

Mail order business in Britain has some interesting characteristics. Agents or "club organizers" are used as salesmen-collectors for the company. These are often housewives who solicit about 20 to 25 acquaintances or neighbors for business.

The largest British catalogs are smaller in size than Sears Roebuck, but go to 400 pages, and are attractively produced.

A number of retail institutions are either absent or quite underdeveloped in Britain. These include independent variety stores, voluntary wholesaler chains and discount stores. Supermarkets are a different story. There are 700 U.S. style super-

Capsule conclusions

Europeans, like Americans, like to buy for purpose of change—changes in the old ways of getting things done, in the appearance of their homes, and their new uses of steadily increasing leisure time. But there is also competition from other nations within each of the European countries.

Selling is as tough and competitive in Europe as it is in the United States. A manufacturer must be willing to educate, to promote, to demonstrate. The greatest thing the U.S. housewares industry has to sell in Europe is its leadership in flair, fashion, packaging, merchandising, and the ingenuity of U.S. products.

Price is not the great obstacle it has been believed to be. In many cases, there are higher price tags on European-made products than on the equivalent items in this country. The Europeans will pay higher prices for good quality and styling.

Do not attempt to enter the market half-heartedly. It takes much more than a mere "lick and a promise."

Selling in Europe requires real effort, ingenuity and money. But it can be done and the rewards are great—a 300 million population "plus" market for American housewares.

—From NHMA trade mission report to U.S. housewares industry

markets in the United Kingdom, and all are efficiently run.

A department store executive expressed the British merchandiser's view of the opportunities for U.S. housewares in his country when he said:

"British consumers change more slowly than yours in America, but history shows that changes do come. The housewife here wants to be told that a product new to her will do something for her home—make her work easier, make her home prettier, contribute to graciousness in her way of living. She won't rush to buy at first sight, but you may be sure she will study the possibilities of every product brought to her attention. Once her mind is made up, she will buy."

National advertising, and the building of brand-name preferences, is an established procedure in England. Unlike France, where there are no nationally distributed newspapers, nationwide daily newspaper advertising is important. Per-thousand line rates are slightly higher than in the local newspapers of the United States, but not prohibitively so.

Like the continental countries visited by the mission, England has a good employment picture. Take-home wages are increasing faster than the overall cost of living. Thus, the British, like the continentals, have greater shares of their increased income available for discretionary spending than at any time in history.

Ownership of radio and television in the United Kingdom, with its fairly recent commercial programs, has stimulated the demand for luxury goods. Of almost 16 million licenses for receivers in the U.K., less than four million are for radio only, more than 12 million for television. Telecasters claim to reach about 95% of the population.

Merchandising techniques

The trade mission found that merchandising techniques in England follow the pattern of those in the United States. Chain and department stores are the pioneers in introducing new products.

Once sales begin to develop, the far greater number of ironmongers and electric appliance stores throughout the country begin to offer the same, or similar, products, supplied largely by wholesalers.

In addition to department stores, chain stores, mail order houses independent specialty shops, the British distribution picture includes great cooperative societies. The consumer cooperative movement in the United Kingdom is important at both the wholesale and retail levels, owning more than 30,000 outlets—but it is not too important in the housewares trade.

Mission members found British merchandisers eager to acquire the merchandising know-how demonstrated by American manufacturers.

British merchandising organizations

London Department Stores

Harrods Ltd.
Brompton Road
London S.W.1

John Lewis & Co. Ltd.
278/306 Oxford Street
London W.1.

Army & Navy Stores Ltd.
105 Victoria Street
London S.W.1.

John Barker & Co. Ltd.
63/127 Kensington High Street
London W.8

Selfridges, Ltd.
Oxford Street
London, W.1.

A. W. Gamage, Ltd.
122 Holborn
London E.C.1

Bourne & Hollingsworth
11 Wells Street
Oxford Street
London W.1

Provincial Department Stores

Bentalls, Ltd.
Kingston-upon-Thames
Surrey, England

Schofields (Leeds) Ltd.
The Headrow
Leeds 1, York, England

James Beattie, Ltd.
71/78 Victoria Street
Wolverhampton, Staffs, England

Jenners
47/52 Princess Street
Edinburgh, Scotland

Rackhams, Ltd.
35 Temple Row
Birmingham, England

House of Fraser, Ltd.
12 Buchanan Street
Glasgow C.1, Scotland

Mail Order

Littlewoods Mail Order Stores
Old Hall Street
Liverpool, England

Great Universal Stores
Universal House
Tottenham Court Road
London W.1

Texplant Ltd.
139 Clapham Road
London S.W.9

Chains

F. W. Woolworth & Co. Ltd.
242-246 Marleybone Road
London N.W.1

Timothy Whites Ltd.
Allen House
70 Vauxhall Bridge Road
London, S.W.1

Boots Pure Drug Co.
Station Street
Nottingham, England

$10 million loan helps private Iranian projects

The World Bank has made a loan equivalent to $10 million to the Industrial and Mining Development Bank of Iran (IMDBI). The loan will be used to meet the foreign exchange costs of imports for projects financed by IMDBI.

IMDBI was established in 1959 by private investors from Iran, the United States, the United Kingdom, France, Belgium, Germany, Holland and Italy. Its primary objective is to stimulate the growth of private industry in Iran and to promote the participation of domestic and foreign private capital in private industrial enterprises.

Up to the end of its last fiscal year on March 20, IMDBI had made 121 loans totaling 3,262 million rials ($43.5 million). About 15% of the total was in foreign exchange. Approximately half of the lending has been for new enterprises. The greater part of its loans has gone to food processing, textiles and rubber products while it has also made loans to other industries such as chemicals, electrical appliances, plastics, pharmaceuticals and construction materials.

Bureau of International Commerce

World

Imports of the 50 world markets shown below totaled $125 billion in 1964, or 90% of all foreig

Value in millions of dollars

Publishe

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
United Kingdom	15,438	1,793	11.6	May	6,647	750	11.3	+10	+18	3,150	2,330
Germany, Fed. Rep.	14,709	2,016	13.7	May	6,944	933	13.4	+19	+11	7,758	7,740
France	10,073	1,137	11.3	Apr.	3,450	359	10.4	+ 6	+ 8	4,979	5,958
Japan	7,938	2,336	29.4	Apr.	2,674	773	28.9	+ 8	− 1	1,996	2,074
Canada	7,558	5,214	69.0	Apr.	2,572	1,876	73.0	+11	+13	2,506	2,814
Italy	7,231	980	13.5	Apr.	2,363	317	13.4	−14	−15	2,946	3,860
Netherlands	7,054	775	11.0	Mar.	1,749	146	8.3	+13	+ 8	2,056	2,338
Belgium-Luxembourg	5,901	523	8.9	Mar.	1,465	105	7.2	+ 9	+ (1)	1,955	2,210
Sweden	3,849	385	10.0	Apr.	1,438	129	9.0	+11	+ 2	781	1,059
Switzerland	3,610	315	8.7	May	1,508	132	8.7	+ 7	+ 2	2,747	2,954
Australia	3,312	806	24.3	Mar.	886	174	19.7	+21	+28	1,942	1,781
Denmark	2,605	227	8.7	Apr.	939	68	7.3	+18	+14	470	572
India	2,485	864	34.8	Mar.	616	150	24.3	+ 6	+ 3	642	[2]500
South Africa	2,350	447	19.0	...	.....	...	....	+27	+42	749	636
Spain	2,259	352	15.6	Apr.	923	147	15.9	+17	+ 6	1,213	1,509
Norway	1,982	148	7.5	Apr.	727	44	6.1	+13	+ 6	330	390
Austria	1,863	96	5.2	Apr.	655	29	4.4	+12	− 1	1,209	1,261
Finland	1,505	92	6.1	Mar.	389	23	5.8	+17	+ (1)	342	358
Hong Kong	1,496	172	11.5	Apr.	512	52	10.2	+10	+ 5	(3)	(3)
Mexico	1,493	1,023	68.5	Mar.	352	242	68.6	+18	+12	557	[2]564
Malaysia[4]	1,397	86	6.2	Mar.	385	19	5.0	−10	− 8	914	878
Yugoslavia	1,321	173	13.1	Apr.	382	55	14.5	+11	+13	64	71
Brazil	1,263	436	34.5	Feb.	172	47	27.1	−14	− 1	297	459
Argentina	1,077	255	23.7	Feb.	183	41	22.6	+14	+ 8	276	[2]115
Pakistan	997	415	41.6	Apr.	368	119	32.4	+15	+ 1	330	247
Ireland	974	74	7.6	Mar.	262	15	5.8	+ 9	+ 5	420	451
Venezuela	[5]666	[5]366	[5]54.9	....	....	.....	....	+ 1	+ (1)	757	804
New Zealand	961	99	10.3	Mar.	229	20	8.6	+ 5	+ 6	183	198

market report

country imports; U.S. supplied imports amounted to $25 billion or 92% of all imports from U.S.*

quarterly

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
U.A.R. (Egypt)	[6]781	[6]247	[6]31.7	....	....	....	....	+ 7	+11	209	[7]223
Greece	885	101	11.4	Mar.	245	25	10.0	+14	+ 8	291	264
Philippines	868	347	40.0	Mar.	172	57	33.0	+ 7	+ ([1])	100	137
Israel	826	203	24.6	Mar.	208	43	20.9	+11	− 5	582	612
Portugal	761	80	10.5	Apr.	259	13	5.2	+20	+14	857	944
Nigeria	711	81	11.4	....	....	....	....	+22	+62	228	208
Iran	673	116	17.2	Apr.	286	46	16.2	+45	+45	248	345
Thailand	663	108	16.4	Mar.	174	18	10.5	+ 5	−20	601	[8]645
Chile	609	222	36.5	....	....	....	....	− 4	− 1	58	102
Colombia	586	284	48.4	....	....	....	....	+16	+ 8	132	114
Peru	580	236	40.7	....	....	....	....	+ 4	+14	135	201
Turkey	538	156	29.0	Apr.	178	53	30.1	−23	−24	135	131
Morocco	462	42	9.1	Feb.	57	5	8.1	+ ([1])	−25	94	62
Taiwan	428	139	32.5	Apr.	154	52	33.9	+23	+ 4	297	306
Trinidad and Tobago	423	60	14.1	Jan.	39	4	10.9	+ 7	− 6	([3])	([3])
Korea, Rep.	404	202	48.9	Feb.	41	19	45.7	−29	−29	135	125
Viet-Nam, Rep.	298	126	42.4	....	....	....	....	+ 4	+18	166	132
Libya	292	68	23.2	....	....	....	....	+22	+42	123	169
Jamaica	282	87	30.9	Mar.	67	18	27.0	+14	+10	100	105
El Salvador	192	67	34.7	....	....	....	....	+27	+30	53	69
Costa Rica	139	63	45.7	....	....	....	....	+12	+ 7	24	21
Honduras	102	50	48.7	....	....	....	....	+ 7	+ 9	22	24

Note: The data include all countries for which current statistics are available, which imported from the United States merchandise valued at $40 million or more in 1963. To present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.
[2] End of February.
[3] Not available.
[4] Malaya and Singapore only.
[5] Data are for Jan.-July only.
[6] Data are for Jan.-Nov. only.
[7] End of fourth quarter 1964.
[8] End of October 1964.

* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade sources of listed countries.
International Monetary Fund, International Financial Statistics.

World market report

Purchases from U.S. increase in about two-thirds of free-world markets

In the last 12 months, purchases from the United States rose in value in about two-thirds of the free-world markets shown on the table on pages 10 and 11.

The U.S. share of imports, however, declined in all but eight of the 38 countries for which data are available for the early months of 1965. Four of those eight are major markets for U.S. products: Canada, the United Kingdom, France, and Australia.

Official gold and foreign exchange reserves of a substantial majority of the principal trading nations were higher at the end of March this year than at the same time last year. There were, however, significant declines in the reserves of a few of these countries.

Import increase slows

World imports in recent quarters have continued to rise over the comparable quarters of the previous year, but at a decreasing rate. In a few major countries, notably Italy, Malaysia, Brazil, Korea, and Turkey, the value of imports from all sources showed a significant decline in the last 12 months compared to the previous 12-month period.

Italian imports were restricted by the Government's anti-inflationary measures which tended to check growth in domestic production and demand for foreign products. The 10% decline in Malaysian imports stemmed largely from a reduction in the entrepôt trade from Indonesia through Singapore. As a result of stringent credit restrictions imposed to control inflation, Brazil's imports dropped by 14% in the 12 months through February. The decline of 29% in Korean imports stemmed partly from restrictive measures by the Government to conserve foreign exchange, and partly from reductions in requirements for foreign grain as a result of the good harvest last year.

Certain other principal trading countries—notably Canada, Japan, and all Common Market countries except Germany—reported a slowing in the rate of expansion in their foreign purchases.

In contrast, large import increases were recorded for still other developed and developing countries. Total imports into Australia, Germany, and Portugal rose by about one-fifth. The advance for Australia reflected boom conditions in that country. Germany's strong domestic demand and expanding investment in capital goods were responsible for the rise there, while the continued increase in purchases of machinery and materials for industrialization resulted in the increase in Portuguese imports. Sharply rising foreign exchange earnings last year provided the basis for a 45% increase in imports into Iran and a more than one-fifth expansion for Taiwan.

U.S. share gains few

Of the 38 major importing countries for which 1965 data are now obtainable, imports from the United States rose in value in 23—by from 2 to 45%. In seven countries, imports changed only marginally. In the other markets, where imports fell compared to the previous 12 months, some of the declines were substantial.

Although the rise in imports from this country was often significant in value, our share gains were limited. In Canada, where U.S. imports took a larger share of the market, expanding purchases were concentrated in vehicles and parts and industrial and farm machinery.

The United States also supplied a greater share of rising British imports from June 1964 through May 1965. The 18% increase in U.K. imports from this country was largely due to expanding purchases of machinery, iron and steel products, and nonferrous metals. Since the first of the year, however, as the temporary U.K. import surcharge levied late in October continued in effect—though at a reduced rate from April 27—British foreign purchases have declined by 1% below the 1964 average. In the first five months of 1965, the U.S. share remained about the same as in 1964, despite some reduction in shipments resulting from the U.S. dock strikes.

The rise of 28% in Australian imports from the United States in the 12 months through March compared with the lesser rise in total imports of about one-fifth. Greater deliveries of U.S. machinery and transport equipment for expanding industrialization were primarily responsible for the larger purchases.

Among the developing countries, the U.S. share rose only in Brazil and Malaysia. In both countries, however, this increase resulted not from expanding trade, but from the fact that imports from the United States dropped less than those from other suppliers. Brazilian imports from this country in the 12 months through February were a bare 1% below those a year earlier, but total imports dropped by 14% as a result of the slump in business sales and industrial activity. Malaysian imports from the United States continued to lag below the previous year's levels, although total imports, as mentioned, were down even more.

The largest percentage increase in foreign countries' imports from the United States occurred in Iran, where total arrivals and those from this country were both 45% above the previous 12 months. Following a long recession period, Iranian import demand has been rising strongly, influenced by inflationary pressures. U.S. shipments of road motor vehicles and of various types of machinery climbed in recent months.

Although U.S. share losses were general throughout Europe, with the primary exceptions of the United Kingdom and France, purchases from this country nevertheless tended to rise rather strongly in value in certain nations. A sharp reduction in deliveries of defense goods to Germany in the latter part of 1964 resulted in a relative decline in the U.S. share in that market compared to other foreign suppliers, despite an increase of 11% in imports from this country.

Japanese imports from the United States through April dropped slightly in value, as total imports rose. Reduced deliveries stemmed partly from the dock strike, which affected shipments of agricultural commodities to that country, and partly from declining Japanese demand as a result of the faltering expansion in production and investment.

Sharp declines in U.S. shares occurred in several developing countries, notably Argentina, Taiwan, Israel, and Morocco. Share losses in Argentina were due to the stringent controls on imports of capital goods of which the United States is a leading supplier.

Reduced PL-480 shipments and increased competition from other suppliers caused a share loss in Taiwan, while Israel's large purchase of ships from other countries and reduced imports of grain had a negative effect on the U.S. share in that country.

Reserves of most of the developed nations were higher at the end of March

this year than at the same time last year. All EEC members except Western Germany reported increases, with especially sharp gains of over $900 million each in France and Italy. In both countries, increased net inflows of capital helped account for the expansion. A reduction in the large Italian trade deficit from the previous year also contributed to the rise in that country's reserves.

Sweden's holdings rose at the fastest rate of any developed country, as a result primarily of capital inflows and advance payments for exports of ships. Principally because of official borrowing from abroad, Norway and Demark also registered large increases in reserves. Spain's 24% reserve expansion resulted mainly from capital inflows, emigrant remittances, and larger earnings from tourism. Although $820 million below their level a year earlier, British reserve holdings did not drop from their value at the end of the fourth quarter of 1964.

At the end of March 1965, the foreign exchange holdings of most countries in Africa and the Far East shown in the table were lower than in March 1964. Those of many Latin American Republics, on the other hand, increased, with much of the rise stemming from inflows of capital for investment and from public and private loans. Brazilian reserves rose by over 50% as a result of borrowing from the International Monetary Fund and the U.S. AID program. Argentina's foreign exchange, however, declined further as heavy payments were made on its large external debt.

Free World industry chiefs to weigh trade obstacles

Executives from more than 500 leadership positions in Free World industry and finance will focus on non-tariff trade barriers and other key topics at the International Industrial Conference in San Francisco, Sept. 13-17.

More than 60 nations, ranging from new-born countries to long established and highly industrialized states, will be represented at the conference, jointly sponsored by the National Industrial Conference Board and the Stanford Research Institute.

World currency problems, science and world development, and hunger and world population will be discussed at the week-long conference, along with problems of international trade.

Write: Stanford Research Institute, Menlo Park, California, 94025; or National Industrial Conference Board, 845 Third Ave., New York, N.Y. 10022.

The following remarks are excerpted from an address by Adlai E. Stevenson, U.S. Permanent Representative to the United Nations, before the 39th session of the Economic and Social Council at the Palais des Nations, Geneva on July 9, five days before his sudden death in London.

. . . We launched the Decade of Development because we realized, as a world community, that while our wealth was growing its distribution had become increasingly unbalanced.

I need hardly repeat the figures—the developed market economies and the developed centrally planned economies make up about a quarter of the world's population and account for three quarters of the world's trade, production and investment. . . .

I think each of us should come to this table vowing to bring proposals that his nation can—and intends to—do something about. In that spirit I will . . . suggest what the wealthier countries can do to help, and how the UN itself can do more about development, and do it better.

Let me suggest first the sense of a convergent strategy for the industrialized nations. Its aim should be to see to it that more of the wealth and purchasing power of our expanding world economy will be used to stimulate economic growth in the developing nations.

We can accomplish this aim only by the coordinate use of a variety of means: by the direct transfer of resources from developed nations to developing nations through effective aid programs; next, by assuring the developing countries greater access to the expanding markets of the world; next, by working to reduce fluctuations in the export earnings of the developing countries; next, by working harder, doing more specific research, on what the more developed countries can do to help the less developed create more wealth faster; next, by helping to slow down the vertiginous growth in the numbers of people which the still fragile developing economies have to support. . . .

In my judgment, we are in no danger at all of harming our own healthy economies by maximizing our efforts to promote international development. Our problem, rather, is to step up the training of people, the surveying of resources, and the investigation of opportunities—in a word, the pre-investment work—which still sets the ceiling on direct investment, public and private, in the economic growth of most developing countries.

With my next point—improved trading opportunities for the developing countries—I come to all the issues at stake in the continuing work of the new UN Trade and Development Board and its committees, and of the GATT. These are some of the problems we must face together. Primary prices are unstable and many have tended downwards in the last decade. The tariff structures in the industrial countries hit harder at the processed and manufactured goods than at raw materials. Internal taxes discourage the consumption of tropical products. And finally, there is need for greater effort to improve production and efficiency in the export industries of the developing countries.

Many of the developing countries suffer enormous uncertainties and interruptions of trade, with their unstable, fluctuating export earnings. The world has already put into effect some means of providing compensatory finance and balance of payments support to help the developing countries deal with such difficulties. Perhaps we will never find an ideal solution, but I think we have by no means reached the end of the road in dealing with these problems. We must continue to do everything practicable to provide to developing countries resources that are effectively related to the fluctuations in their export trade. . . .

. . . The need for joint action in the wide field of development is obvious. Whether we are talking about aid or trade, or research, or urban development, or industrialization—whether we are talking about scientific discovery or about institution building—we hold that there are no monopolies of trained minds and disciplined imaginations in any of our countries.

Joint action is, after all, the final significance of all we do in our international policies today. . . . We are still beset with dark prejudices. We are still divided by angry, conflicting ideologies. Yet all around us our science, our instruments, our technologies, our interests and indeed our deepest aspirations draw us more and more closely into a single neighborhood. . . .

TAKE LEAF FROM OWN BOOK

CEM's push togetherness

Combination export managers throw weight around by associating in groups

In Chicago, New York, Atlanta, Tampa, Worcester, Cleveland, Detroit and Los Angeles, leading combination export managers (CEM's) have been taking a leaf from their own book and applying the principle of togetherness.

Each CEM—serving in effect as the export department for numbers of manufacturers of non-competing products—offers a means by which companies of limited export experience or resources can build up overseas markets.

The advent of associations of CEM's now strengthens the whole field by providing a network of organizations acting as information clearing houses, standards-setting agencies and promoters of greater understanding and teamwork among manufacturers and CEM's.

National, regional

Serving as national associations of CEM's are the year-and-a-half-old Overseas Sales and Marketing Association (OSMA), Inc., of Chicago, and the half-year-old National Association of Export Management Companies (NEXCO), Inc., of New York.

Operating regionally are the Overseas Sales and Marketing Association of America—Georgia, in Atlanta; the Florida International Trade Association, in Tampa; the Export Managers Association, in Worcester; the Council of Ohio Combination Export Managers, in Cleveland; the Michigan Association of Export Management Companies, in Detroit, and the Export Management Association of Southern California, in Los Angeles.

Where each group hangs out its shingle, who its leaders are, and what it sets out to do are outlined below.

Overseas Sales and Marketing Association of America, Inc., One East Wacker Drive, Suite 300, United of America Building, Chicago, Ill. 60601.

President: Hans Neuert, Neuert, Wilton & Associates, Inc.

Vice President: Earl A. Denton, Earl A. Denton & Co., Inc.

Treasurer: B.W. Darrah, B.W. Darrah, Inc.

Legal Advisor: Dwight Hightower, Baker, McKenzie & Hightower.

Membership: CEM's only.

National Association of Export Management Companies (NEXCO), Inc. 99 Church St., New York, N. Y. 10007.

President: Willoughby F. Brazeau, American Steel Export Co., Inc.

Vice President: Lloyd I. Rosenblum, Hayes, Isham & Co., Inc.

Treasurer: Claude R. Myers, Clamyer International Corp.

Secretary: Joseph A. Sinclair, Commerce and Industry Ass'n of New York.

Membership: Restricted to "responsible and financially sound professional exporters, experienced in all phases of international trade with a personal knowledge of foreign markets and government regulations, assuring the manufacturers they represent of effective sales promotion in the assigned territories."

Publication: "A monthly bulletin will be issued to NEXCO members, listing referrals from manufacturers seeking export distribution and reporting news of specific interest to CEM's."

Overseas Sales and Marketing Association of America—Georgia, c/o International Service, Georgia Department of Industry and Trade, 100 State Capitol, Atlanta, Ga. 30303.

Acting Chairman: Thomas S. Morgan, International Corp.

Membership: Restricted to "business firms whose primary interest lies in acting . . . as a complete export department or export manager, through a group cooperative program; as a merchant; as an agent, or as a consultant."

Publication: A directory of export intermediaries was issued Feb. 25, 1965 through the Georgia Department of Industry and Trade, for the Association.

Florida International Trade Association, c/o Greater Tampa Chamber of Commerce, P. O. Box 420, Tampa, Fla.

President: William C. Darden, General Import & Export Agent.

Vice President: John M. Allison, Jr., O. H. Carter Co., Inc.

Secretary-Treasurer: W. R. Waldeck, Miller-Lenfestey Supply Co.

Membership: Open to "all parties directly engaged in commercial export-import business and those in service agencies relating to international trade."

Export Managers Association, c/o Pan Commercial International, Inc., 108 Grove St., Worcester, Mass. 01605.

President Pro-Tem: Leonard S. Miller, Pan Commerical International, Inc.

Membership: "A CEM is defined for purposes of this Association as an individual or company organized for the express purpose of acting in foreign trade as a principal, agent or export manager for one or more companies."

Publication: A directory of membership is being published.

Council of Ohio Combination Export Managers, affiliated with the Cleveland World Trade Association, 690 Union Commerce Building, Cleveland, Ohio.

President: Lucian J. DeMore, World's Products Trading Corp.

Vice President: Laurence C. A. Schwartz, World-Trade Service.

Membership: CEM's only.

Publications: A bulletin and a directory will be issued.

Michigan Association of Export Management Companies, 1616 Ford Building, Griswold St., Detroit, Mich.

Membership: CEM's only.

Head of Organizing Committee: John B. Ford III. Officers to be selected.

Export Managers Association of Southern California, 208 West 8th St., Los Angeles, Calif.

President: Charles Nevil, Meridian International.

Vice President: Franc Mayer, Gateway International.

Secretary: Burton L. Taylor, Jane Taylor International.

Treasurer: Joel Goldman, Commerce International,

Past President: Per-Olaf Malmsten, Trans Pacific Equipment.

Membership: Independent export managers and export managers of companies, plus a non-voting associate membership category of individuals in related fields.

Publications: Monthly bulletin, listing area manufacturers looking for export managers, overseas trade and employment leads. First EMA directory is in preparation.

ON DOTTED LINE go signatures of (l. to r.) Mansfield Sprague, American Machine & Foundry Co., president of Tools for Freedom; R. A. Whitney, Cincinnati Lathe & Tool Co., and Alberto Caraval, Incolda.

Tools for Freedom opens second inter-country project by shipping equipment to Colombian schools

Agreement provides for contributions by U.S. companies of machine tools needed for 'major' technical program

The Tools for Freedom Foundation, Inc., has agreed to supply American machine tools and other equipment to technical schools in Colombia, South America.

Mansfield D. Sprague, newly-named chairman of Tools for Freedom, and Alberto Jose Carvajal, representing the South American nation, officiated at agreement-signing ceremonies in New York.

Richard A. Whitney, president of the Cincinnati Lathe & Tool Co., Cincinnati, an associate of the Cincinnati Milling Machine Co., represented American machine tool builders at the ceremony.

Carvajal is president of Incolda, a Colombian business management association which will function as the receiving, warehousing and distributing agent for the tools, donated by American businessmen. He hailed the agreement as a "major step" in Colombia's efforts to secure skilled technicians, necessary to growth and prosperity.

Incolda, in addition to physically handling the shipments—starting with 220 tons of equipment leaving Chicago and New York—also will act as a technical

International Trade Winds

CONTAINERIZATION—An entire chemical laboratory, from rubber stoppers to delicate scientific instruments and furniture, has been shipped 6,000 miles by land and sea to a secondary school in Ankara, Turkey, "and not a test tube was broken." Container Transport International (CTI), Inc., of New York, handled the containerized shipment for the Hamilton Manufacturing Co. of Two Rivers, Wisc. CTI used a space-saving technique of filling laboratory storage cabinets and spaces under desks with glassware, instruments and other equipment, packed in 20 10-foot and one 32-foot all-steel containers.

PLASTICIZER PLANT—The Monsanto Co. of St. Louis has announced leasing by Monsanto Europe S.A., Brussels, of a 250-acre site at Antwerp, Belgium, with initial plans calling for installation of a plasticizer plant manufacturing Santicizer 160 primarily—used in polyvinyl chloride, surface coatings, cellulose acetate and other resins.

POWER—Harza Engineering Co., Chicago, is designing a dam, dikes and 300,000 kilowatts of 1,200,000-kw. hydroelectric power facilities being developed for Argentina's Chocon-Cerros Colorados Development at an estimated cost of $300 million. ITAL-CONSULT of Italy and SOFRELEC of France are associated as general project consultants.

AIRCRAFT—KLM Royal Dutch Airlines has ordered its 17th DC-8 aircraft from the Douglas Aircraft Co., scheduled for early 1966 delivery. This latest major equipment acquisition will seat up to 165 passengers, meeting an urgent demand for extra capacity, particularly on North Atlantic routes.

MINING OPERATIONS—American Smelting and Refining Co. (ASARCO) has completed arrangements for the sale to a group of Mexican industrialists of a 51% interest in ASARCO's Mexican subsidiary. The transaction accomplishes a revision in ownership required by the Mexican Mining Law of 1961. The Mexican company, to be known as Asarco Mexicana, S.A., will own and operate mines, smelters and refineries producing gold, silver, lead, zinc, copper, coal, coke and other products.

advisor. The Colombian schools will be screened both before equipment has been shipped to them and after it has been placed in use.

For developing nations

Tools for Freedom, representing American industry, is a private, non-profit organization founded in 1960 to collect and ship American tools to technical schools in developing nations.

The tools, new or used and in good running condition, are secured through tax-deductible donations.

The agreement with Incolda marks the second inter-country project undertaken by Tools for Freedom. Its largest current program is operating in the Philippines, which has already received a sizable volume of shipments.

Other shipments, on a single-school basis, have gone to several countries.

Tools for Freedom programs are in the planning stage for other Latin American nations, including Venezuela and Peru.

U.S.-Japanese trade group says problems 'are bound to arise'

"With a growing volume and diversity of trade, problems are bound to arise for both countries."

Members of the U.S. and Japanese cabinets agreed on that in Washington.

But they also agreed that "the continuing strength of the Japanese and United States economies" is the very thing that makes for "closer and more effective collaboration between the two countries in meeting their wider responsibilities in the world economy."

The occasion for agreement was the fourth meeting of the Joint U.S.-Japan Committee on Trade and Economic Affairs, a conference which committee members described in a communique as "the forum for a major review of trade and economic relations between the two countries."

The communique, issued at the end of the three-day meeting (July 12-14), said the sessions "made a meaningful contribution to the strengthening of relations between the two countries." The communique included these points:

U.S.-Japanese trade may exceed $4 billion this year.

Committee members "had a frank exchange of views on some of the pending problems" between the two nations, including "the problems of United States-Japan textile trade."

The U.S. delegation "referred to the difficulties facing American enterprises desiring to set up or expand their industries and businesses in Japan."

The Japanese delegation "cited adverse effects on the Japanese economy which could be produced by large and sudden inflow of foreign investment."

There have been "favorable developments in the balance of payments situation" for both countries but both "still face problems in their external accounts."

Japan is "going through a readjustment period" and the committee has "confidence in the steady growth of its economy."

For progress

Implementation of President Johnson's Southeast Asia assistance offer "would be a major contribution to social and economic progress in the countries of Southeast Asia."

Secretary of State Rusk opened the meeting. The U.S. delegation also included Secretary of Commerce John T. Connor, Secretary of the Treasury Henry Fowler, Secretary of the Interior Stewart Udall, Secretary of Agriculture Orville Freeman, Secretary of Labor Willard Wirtz and Gardner Ackley, chairman of the Council of Economic Advisors.

Japan's representatives included her ministers for foreign affairs, finance, agriculture and forestry, international trade and industry, labor and transportation.

U.S. bank executive describes campaign of international ads

International advertising campaigns for U.S. goods and services should be powered by positive thinking, a California bank executive says.

The customers all are human beings, no matter where they live, Charles R. Stuart Jr. told an estimated 700 writers, art directors and advertising managers in Chicago a fortnight ago.

Stuart, advertising director for San Francisco's Bank of America, was on the faculty of the eighth annual "Creative Workshop" sponsored by Advertising Age, marketing trade journal.

Stuart said Bank of America solved the problems of international advertising with its "man-on-the-spot" series of advertisements and thus in effect fired "an advertising shot heard 'round the world."

How it grew

Bank of America began international operations in 1945 and "advertising has played a very important role," Stuart said. The firm now has 31 branches and 14 offices overseas, he said.

"Two problems complicate the job of any international advertiser," Stuart said.

One is the adaptability of the advertisement. An advertising campaign that works in one country may go wrong in another because of differences in customs, cultures and languages, he said.

In addition, he said, dealing with a number of foreign advertising agencies "can become extremely complex."

"But the problems of international advertising are not insurmountable if the advertiser sets out in the beginning to overcome them," Stuart said.

'Man' in action

Bank of America and its San Francisco agency, Johnson & Lewis, launched the "man-on-the-spot" series of advertisements in 1957. Each ad shows the bank's "man," back to camera, in a foreign location. The text describes bank services.

Since 1957, the advertisements have been published in the world's major languages and the "man" has become "the focal point of a major global campaign," Stuart said. Johnson & Lewis prepares all the basic ads and most of the translations, and places the bulk of the advertising directly, he added.

On the air

Stuart said most of the international advertising is in newspapers and magazines, although the bank is "increasing the use of local radio overseas." The "man-on-the-spot" also appears in exhibits, such as the Bank of America display under U.S. Department of Commerce auspices at the London Trade Center, Stuart said.

There is no television advertising, he said.

Sometimes the "man" visits prospective customers via picture postcard. Stuart said the cards—color reproductions of the ads—are printed in the U.S., shipped to the bank's offices abroad, mailed back to U.S. businessmen doing business from 'A' (Amsterdam) and 'B' (Bangkok) to 'Y' (Yokohama) and 'Z' (Zurich).

California firm uses Early Bird satellite to help sell oranges

They're selling California oranges in London, Liverpool and Glasgow this summer with an assist from the Early Bird communications satellite, 23,000 miles up.

The salesmen are Blue Goose Growers, international fruit and vegetable marketing firm with headquarters in Fullerton, Cal., and its representative in the British Isles, Tom Conaty, Ltd., Belfast.

Blue Goose, winner of the Presidential "E"-for-export award last fall, put its foreign business in orbit during a recent test demonstration of overseas communications via the satellite. The demonstration was conducted by Communications Satellite Corp. (Comsat).

Two-way type

Messages between Fullerton and Belfast were transmitted on Western Union International's Telex system, which permits two-way typed communication, and were routed via Early Bird by direct dialing.

Here is a transcript of the exchange:

BLUEGOOSE FLT

WUCNY TLX F
PLS STAND BY FOR UR EARLY BIRD CAL

YES WE ALL READY GA
BLUEGOOSE FLT

CONATY BELFAST BLUE GOOSE WAS SELECTED TO MAKE THE FIRST EARLY BIRD TRANSMISSION TODAY. WE ARE ELATED AT THIS OPPORTUNITY AND TO HAVE YOUR GOOD FIRM INCLUDED IN THIS HISTORIC MILESTONE IN THE WORLD OF COMMUNICATION.

VALENCIA ORANGES IN FULL SWING AND WE ARE LOOKING FORWARD TO YOUR FIRST ORDER. QUALITY THIS SEASON GOOD AND ANTICIPATE THAT FRUIT WILL CARRY WELL AND OUTTURN IN FINE CONDITION.

ALSO ADVISE POSSIBILITIES OF AVOCADO SHIPMENTS. JUST STARTING NEW CROP HASS. THIS THE VARIETY DISCUSSED WHEN YOU WERE HERE LAST APRIL.

DECIDUOUS FRUIT—PLUMS NECTARINES PEACHES APRICOTS CHERRIES—ALL MOVING IN MODERATE VOLUME. KEEP IN MIND WE'RE ONLY A FEW HOURS AWAY BY AIR IF YOU SEE A SPOT.

CHAMBER OF COMMERCE FULLERTON WISHES US EXTEND OFFICIAL GREETINGS TO BELFAST.

GA PLEASE

GREETINGS MESSAGE WELL RECEIVED PLEASED ADVISE ARRANGEMENTS CONCLUDED FOR BLUE GOOSE CALIFORNIAN ORANGES SHIPMENT JUNE THRU SEPT FOR RECEIVERS LONDON LIVERPOOL GLASGOW AVOCADOS MARKET SURVEY REVEALS POSSIBILITIES.

HERE MRS. IRENE CALVERT PRESIDENT BELFAST CHAMBER COMMERCE RECIPROCATES GREETINGS FULLERTON CALIFORNIA CHAMBER OCCASION INAUGURAL SATELLITE TELE COMMUNICATION. CONATY BELFAST.

BIBI

Colorado State University to hold Aug. 2-6 Institute

A 5-day International Marketing Institute will be held August 2-6 at Colorado State University, Fort Collins, Colo., under sponsorship of the university's Department of Business, and Sales and Marketing Executives-International, Denver.

The Institute's two-fold purpose will be to provide world-trade insight for companies newly entering or expanding export markets, and to sharpen skills and broaden the background of key personnel whose exposure to international commerce has been limited.

John A. Duffy of the U.S. Department of Commerce Field Office in Denver will be one of the speakers, sharing the platform with business and educational leaders including: Bernard L. Rosenberg, president, Robbins Incubator Co., Denver; Arthur Gaeth, public relations director, Empire Savings & Loan Association; Carl W. Birky, Department of Sociology, Colorado State University; William Andres, director of exports, Gates Rubber Co., and Emmet Heitler, executive vice president, Schwayder Brothers, Inc.

Write: Dr. C. Robert Patty, Department of Business, Colorado State University, Fort Collins, Colo. 80521.

Food, beverage firms have chance to whet European appetites

A chance for U.S. food and beverage exporters to whet European appetites is coming up this fall.

An American Culinary Festival has been scheduled by the Vienna Intercontinental Hotel for the last two weeks in November. The hotel, the largest in Austria and a member of the chain operated by Pan-American, will feature American specialty cuisine and menus in their restaurants during this period.

For the holiday

The hotel management believes that a variety of regional specialties and new products will appeal to their guests, as these foods are entirely new in the local market. The dates were selected to tie in with Thanksgiving holiday dinners and the monthly meeting of the Viennese Gourmet Club.

The festival will give U.S. trade associations, manufacturers and exporters of food and beverages an opportunity to determine market possibilities and promote consumer interests.

Write: Hans G. Sternick, General Manager, Vienna Intercontinental, Johannesgasse 28, Vienna III, Austria.

Florida firm to study Colombia's tile potential

A Florida tile firm will conduct a three-month study in Colombia to determine the feasibility of establishing a high quality ceramic tile industry.

Tiffany Tile Co. of Tampa, Fla., plans to invest $2.2 million in constructing and operating the industry if the study is favorable. Products from the venture would be marketed in the five-nation Central American Common Market.

Samples of Colombian clay will be tested, and cost of manufacturing and laboratory supplies, as well as market and labor potential will be evaluated.

A feasibility study grant has been issued by the Agency for International Developement. Under the agreement, Tiffany will pay the estimated $26,500 cost of the study if it makes the investment. If no investment is made, AID will pay half the cost and make the study available to other prospective investors through notice in its "Index to Catalog of Investment Information and Opportunities."

LARGE FAIRS NOT WHOLE STORY

Smaller shows help sales

Official U.S. exhibits punch away at foreign trade deficit—and so do others

By CLARK JONES
Staff Writer

"A quickening interest by U.S. industry in overseas markets," Secretary of Commerce John T. Connor has said, has led more businessmen than ever into official U.S. exhibits overseas.

Connor was referring specifically to the large number (110) of participants at the London International Engineering show and generally to other overseas fairs sponsored by the Bureau of International Commerce.

The United States does its persuasive best to bring in American exhibitors whenever it officially enters a fair overseas. This activity, plus the constant round of shows at the six trade centers, has struck hard blows at the balance of payments deficit.

But this is by no means the whole story, for many a businessman from the United States has set up shop at smaller shows abroad and has returned with numerous sales contracts in his pockets or with a few more names added to his notebook marked "Agents and Representatives."

The number of these smaller shows is large and the list is long. They may not include row upon row of American exhibits but nine or ten at this fair, a dozen at that show, maybe only three or four at the next exhibition, and the total begins to mount.

Where are these smaller shows? What do they feature? What have been the results for the U.S. firms which show their goods, either directly or through agents?

An examination of the constant flow of final reports from these shows turns up some answers.

At the second World Fishing Exhibition at Olympia, London, for example, U.S. equipment on display included:

U.S.-made Econolite automatic conveyor sensor equipment, by Transpacific Equipment Corp., Beverly Hills, Calif.; fish pumps manufactured by the Harbor Boat Co., Terminal Island, Calif.; and a five-ton ice maker, built under license in Norway, by Glacia Equipment Corp., Great Neck, N.Y.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Henry A. Lagasse, assistant commercial attache at the U.S. Embassy in London, called the show "well-organized and well-presented" and recommended "continued participation" by American firms.

The American representation at the recent Supermarket Equipment Fair in Parma, Italy, was quite large, and included firms such as Dow Chemical (packaging film), Fogel (vertical freezers), Goodyear Tire and Rubber Co. (packaging film), W. R. Grace Co. (packaging film), Great Lakes Stamp and Manufacturing Co. (industrial slicing machines), Hollymatic Corp. (hamburger makers), and Keyes Fiber Co. (pulpwood containers).

Also Lasar International Inc. (electric food saws and meat grinders), National Cash Register Co. (registers), Rheem Safim (steel racks and air-conditioning equipment), Biro Manufacturing Co. (bone saws and meat grinders), Bassick (cart wheels), Diamond National (pulpwood containers), and Olin Mathieson Chemical Corp. (cellophane-laminated plastics).

Earl T. Crain, consul general at the U.S. Consulate General in Milan, indicated that this fair, the first, could serve as an "interesting introductory medium" for U.S. manufacturers who want to offer new equipment and related products to the various food distribution outlets in Italy.

Four American manufacturers were represented by local or European offices or plants and four others through local

United States' pavilion is the best, say judges at Barcelona trade fair

The United States had the best pavilion at the International Samples Fair in Barcelona.

This was the unanimous opinion of seven independent judges who handed the Radio Barcelona gold medal to the American exhibition for general appearance, layout and exhibitors service.

The U.S. pavilion featured machines and tools manufactured by 39 companies supplying the metal- and wood-working industries and the automotive repair and maintenance trade. The 39 firms were in competition with 10,186 other exhibitors.

From June 1-15, the American exhibitors sold about 90% of the goods on display and lined up anticipated sales of over $2 million in machinery and tools for delivery within the next 12 months.

Attendance, estimated at more than two million people, broke all records.

The U.S. participation in Spain's most important annual international industrial event was organized by the Bureau of International Commerce. It is part of the program to stimulate the sale of American products abroad to help balance the foreign trade deficit.

W. B. Saunders, manager of the U.S. pavilion, said "shortly after the America Day festivities we settled down to daily hospitality functions for the exhibitors and their clients."

U.S. representatives at the fair included Saunders; Walter Regirer, deputy manager; and M. G. Garcia, who coordinated the sales effort. Embassy and consular officials throughout Spain assisted in the promotional work, under direction of Henry L. Pitts Jr., commercial attache at the Embassy in Madrid.

firms at the 1st European Heating, Air-Conditioning & Refrigeration Exhibition in Rotterdam recently.

The Marseille Spring Fair, now in its third year, included American automatic washing machines, air-conditioners and large refrigerators. Two displays of electric knives made in the United States also attracted considerable attention and, apparently, sales.

And at the spring session of the Metz International Fair, seven American firms, listed below, displayed their products:

Bazooka-Topps, Brooklyn, N.Y., chewing gum; Bendix Home Appliances, South Bend, Ind., refrigerators and washing machines; Culligan Inc., Northbrook, Ill., automatic water treatment apparatus; Evinrude Motors, Milwaukee, Wisc., marine engines; Frigidaire Division of General Motors Corp., Dayton, Ohio, refrigerators; General Motors Corp., New York, refrigerators; and Lincoln Electric Co., Cleveland, Ohio, refrigerators and washing machines.

A shopfitting and self-service exhibition in London recently included U.S.-made products from Barbeque King, Dow Chemical, Fogel Refrigerator Co., W. R. Grace, Muzak and Rotiss-O-Mat.

At the 7th International Sound Festival in Paris, no American firms exhibited directly but 19 displayed their trade marks through French importers. The U.S. Embassy pointed out that the Festival is the only one of its type in Europe and is an "effective method" of reaching a specialized French and European market.

The Festival was considered "very successful in the trade, from the point of view of the quality of equipment displayed and the quantity of orders received," the Embassy said.

The list of shows where the Bureau of International Commerce does not sponsor a U.S. pavilion could go on for several pages. A schedule of international trade fairs was published in INTERNATIONAL COMMERCE, June 14, pages 33-45.

SCIENCE EXPOSITION

A large-scale science and industry exposition will be held in Fukuoka City, Kyushu, Japan, March 19-29, 1966. U.S. firms are invited.

Isamu Sase of Nishi Nihon Shimbun, sponsoring organization, said there is no fee for participating and exhibitors will not be charged for electricity, water and other services. Deadline for application, while not inflexible, is the middle of October.

Homeowners in West Germany find they have to do own repair work; market good for simple equipment

Hans Weigelt, owner of a small clothing store in a middle-sized German town, decided to add two rooms and a bath onto his house, then give the whole place a new coat of paint.

He contacted a carpenter, who told him there would be a wait of at least four weeks. Then he called a plumber, and learned that he'd have to wait three weeks or more.

"I'll get the place painted in the meantime," he said to his wife and family—then learned there would be a delay of at least seven weeks in getting a man to do that.

What to do?

So he decided to do the job himself instead of waiting all that time. "Besides," he told himself, "some people I know have had to wait for months before the men show up."

The above story may not have actually happened but, according to a German trade magazine, DEUTSCHE MALER-ZEITUNG, a man needing repairs in his home does have to wait that long for work to be started.

This situation has forced more and more home owners to do the jobs themselves, and the increasing labor shortage, decreasing work week and steady drain on the smaller service industries by large builders and contractors has opened a market for simple-to-understand, easy-to-operate tools and equipment.

Out of a population of 58 million, about 28 million Germans live in five million one- and two-family homes. Some seven million are used to working with their hands. Those that aren't have plenty of opportunity to learn. A prominent TV station (Sudwestfunk) carries a "Do-it-yourself" program, and public schools are installing "Do-it-yourself" workshops for adult-evening classes.

Another important factor is the rise in wages for painters, up 161%, and for plumbers, up 155% in the last six years.

The U.S. Trade Center in Frankfurt has taken note of this and is putting on a show featuring home maintenance and improvement tools, equipment and materials Nov. 11-16.

Within this growing market, increasing sales opportunities for U.S. products appear especially promising in the following categories:

Power tools and machinery—The value of West German production of power tools up to 2,000 watts was about $41 million in 1963. Twenty to 25% of this amount (approximately $8-$10 million), is attributable to home consumption or the do-it-yourself demand, according to information obtained during field interviews.

Hand tools—West German production of hand tools in 1963 is estimated at $115 million. A total of $40 million is estimated to have been exported; related imports are estimated at $12.5 million. The share of the total domestic market for hand tools attributable to do-it-yourself, is estimated at between 3% and 4%, equalling $2.6 to $3.5 million.

Wallpaper—The value of West Germany's production of wallpaper in 1963 was about $50 million. Exports in 1963 were $4.2 million and imports $2.8 million.

Sales of wallpaper for the next three to five years are expected to increase at a 10% to 15% annual rate.

Self-adhering foils—The 1963 market volume is estimated at $6.3-$8.8 million. The annual growth potential for the next three to five years is estimated at 10-15%. Six German manufacturers of general plastic products of various types are presently the main suppliers of self-adhering plastic foils.

Lumber—The total consumption attributable to the do-it-yourself trade in 1963 is estimated at $0.75-$1.5 million. Chipboard, fiberboard and plywood represent about 50% of total do-it-yourself consumption. The other half consists of plain lumber in the form of boards and beams.

The do-it-yourself lumber market is characterized by the almost complete absence of modern marketing methods. Suppliers generally are not private-consumer oriented.

How can Ethiopia miss?

Nation has most of the ingredients needed for sustained economic growth

By DONALD L. WOLF,
Counselor for Economic Affairs;
THOMAS J. BURKE,
Commercial Officer; and
ATO LUCAS GOBEZIE,
Commercial Assistant,
U.S. Embassy, Addis Ababa

Ethiopia, with a sound currency, a surplus in its trade balance, an ambitious development program of industrial projects and infrastructures and a favorable investment climate, gives every indication of sustained economic growth.

Unlike many developing countries, Ethiopia has had an annual favorable trade balance of about $12 million during the past four years, due chiefly to the high price of its principal export, coffee.

During the same period the value of imports rose to about $97.2 million in 1964. The largest increases were registered in capital goods, particularly machinery and tools, vehicles and parts, chemicals and building materials. The Government's economic development program accounted for much of the increase. The Government is emphasizing development of communications, highways, medical and educational facilities, transportation and agriculture.

Private and semi-private investment also have played an important role in stimulating the Ethiopian economy and creating demand for imported goods.

Achievements

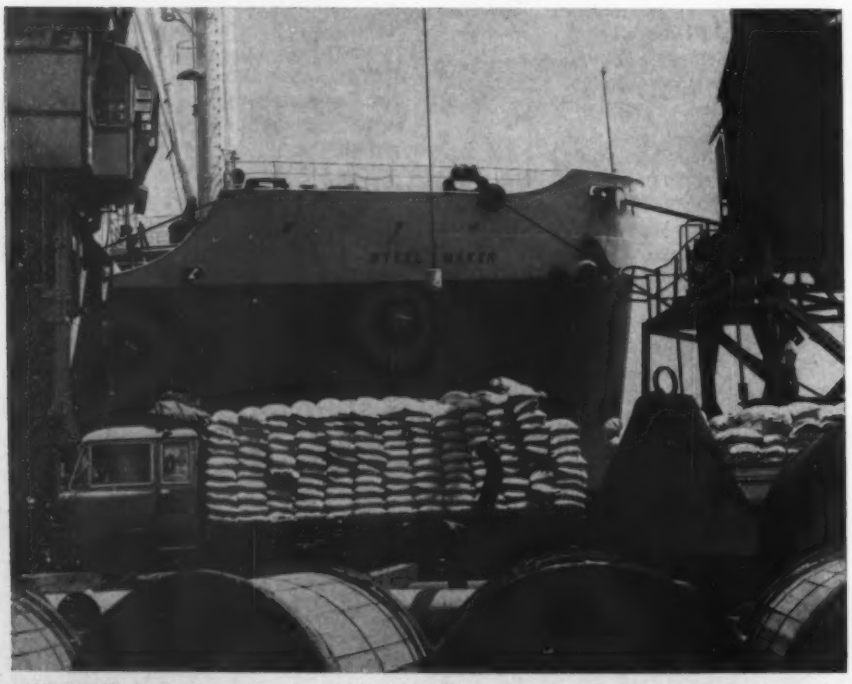
Projects which have been completed recently or are in various stages of completion include a Yugoslav-constructed cement plant, a Russian-constructed oil refinery, exploration activities by a United States firm in Ethiopia's potash deposits, off-shore and on-shore oil exploration by three international oil firms, two of which are American, and a large scale sugar plantation and refinery.

There are four medium-size meat packing and canning plants in Ethiopia and others are contemplated to exploit the country's extensive cattle resources, estimated at 22 million head.

A major new textile plant is being built at Asmara which will add an additional 15,000 spindles to the 130,000 already in operation. A fishing industry is being established with external funds to exploit the marine resources in the Red Sea and a plant intended to produce vegetable oil for export, using indigenous oil seeds is planned.

The United States Government, through the Agency for International Development (AID) will shortly undertake an agro-industrial survey of Ethiopia to determine the potential in the country for additional industrial establishments based upon raw materials available in the agricultural sector. A number of new industries are expected to result from this study.

Ethiopia will continue to draw investment from a wider circle of foreign countries. Great Britain, West Germany, Belgium and Japan have shown varying degrees of interest in securing financial stakes in the economic development of Ethiopia. Some British companies are diversifying their investment, shifting from strictly commercial to industrial fields.



A SHIPMENT of U.S. durrah is unloaded at the Ethiopian port of Massawa. Agricultural imports will probably tail off once Ethiopia begins to develop and diversify its enormous agricultural potential.

Agriculture

Ethiopia's agricultural potential is enormous. The production of cotton is expanding, although the country is far from being self-sufficient. A major cattle breeding industry is planned for the near future with AID assistance.

Agricultural experts believe that Ethiopia's resources are sufficient to supply a high percentage of the food requirements of the African eastern seaboard. According to the Ministry of Agriculture, only 15 to 20% of the arable land of the country is under cultivation. There are vast tracts of land in Ethiopia which lend themselves to large scale commercial farming, although few large commercial farms are yet in existence.

Major efforts are being undertaken to improve and expand the utilization of this rich natural resource and as this occurs

and as changes are made in the traditional land ownership pattern, farm machinery will become an important and growing import. More tractors were imported during the last two years than had been imported during the previous 20 years.

Total imports of agricultural machinery jumped from approximately $800,000 in 1957 to $2.4 million in 1964. According to preliminary import statistics, U.S. participation in this trade amounted to about $800,000 and the U.S. was the largest single supplier.

The gross national product (GNP) is about $1 billion, while per capita income is estimated at a little less than $50 per year.

Despite the country's rich potential, per capita income in the rural areas is probably as low in Ethiopia as in any country in Africa. Since most Ethiopians are subsistence farmers, they play little or no part in the monetary economy of the country. Markets for foreign consumer goods are largely concentrated in the cities of Addis Ababa, Asmara and Dire Dawa, where there are substantial foreign communities as well as gradually growing and increasingly more sophisticated groups of Ethiopian urban residents.

Stable currency

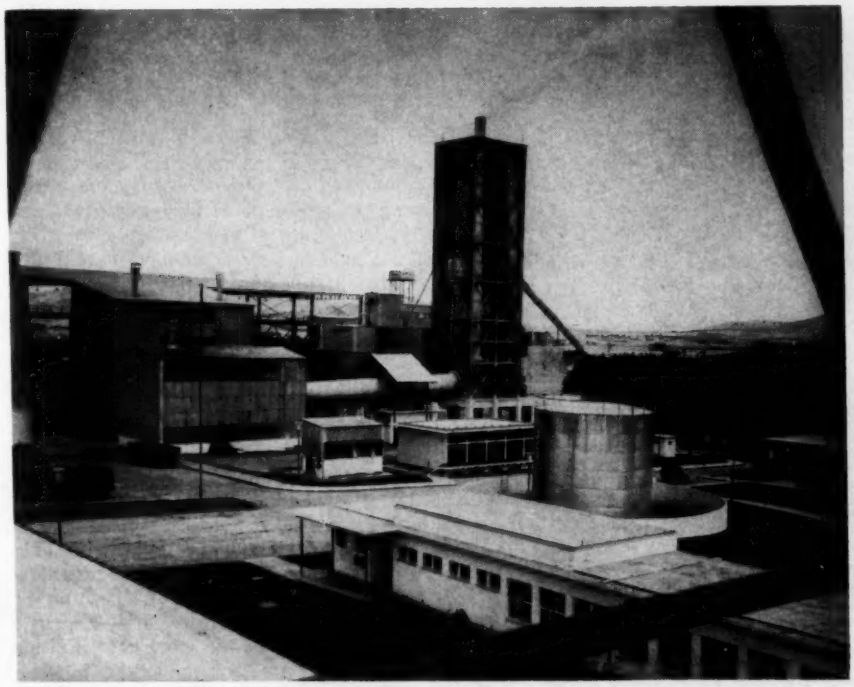
The Ethiopian dollar is probably one of the most stable currencies of the less-developed world. It has fluctuated less than US$0.005 in the last 15 years. Present reserves of gold and foreign exchange are estimated to be over $80 million, which is sufficient to finance nine to twelve months of imports at recent rates of activity.

While some currency controls exist, importers and foreign traders generally have little or no difficulty in obtaining import licenses. With U.S. purchases of Ethiopian coffee amounting to about $50 million in 1964 and total U.S. sales to Ethiopia of only $5.5 million, there is no shortage of U.S. dollars for importers.

The major hurdles which U.S. products face in Ethiopia are the traditional patterns of trade and generally higher landed costs to the purchaser.

Ethiopia has generally purchased the bulk of her foreign manufactured goods from European sources. Geographic proximity which results in lower freight rates, long-established local firms with close business connections with European suppliers and, in many cases, the lower costs of European products are some of the main reasons for this orientation.

It is possible, however, to break into this market on a grand scale.



ETHIOPIAN CEMENT Corp.'s plant near Addis Ababa feeds country's growing construction industry.

For the past four years Japan has been either the first or second most important foreign supplier of goods sold here, due largely to aggressive salesmanship, low prices and good service.

Although U.S. prices are very often higher than those of European and Japanese competitors, the durability, reliability, and reputation of American consumer and capital goods in combination with aggressive salesmanship and adequate knowledge of the market should result in increased sales.

Steady climb

The Ethiopian market for American products has increased steadily since 1954. U.S. origin imports (including AID procured goods) climbed from a value of $9 million in 1954 to $13.7 million in 1964 while moving from 9th to 6th among Ethiopia's suppliers. Today the United States is second only to Italy among Ethiopia's industrial suppliers.

Leading American exports to Ethiopia are vehicles, industrial and agricultural machinery, cotton, aircraft and spare parts, and scientific instruments. Most of the U.S. products sold here are subject to stiff competition from other suppliers, principally Italy, West Germany, Japan and the United Kingdom.

Important factors enabling us to meet the competition are price, credit terms, delivery time, service, quality, style and reputation. In general, price is the most important factor in making a sale. This is especially true for consumer goods such as clothing, shoes, cigarettes, cosmetics, household appliances and stationery. In these areas, well-known brand names and extensive advertising are important.

Key factors

For industrial machinery, however, quality, service and good credit terms will often be key factors in making sales. While there are more than 200 U.S. firms represented here, the number of salesmen who call on Ethiopian purchasers is relatively insignificant.

Opportunities for selling U.S. machinery and equipment would be greatly improved if inquiries from Ethiopian businessmen were followed up with a stronger sales pitch. Too often, U.S. manufacturers have merely replied with a catalogue and price list—in contrast to our foreign competitors who either send a salesman or bombard the prospect with letters and telegrams until a sale has been concluded. In some extreme cases, U.S. firms do not even bother to answer correspondence.

Supplies and service for large-scale Government-sponsored projects are usually sold through competitive bidding on government tenders. American firms frequently lose opportunities due to lack of

HOT STUFF pours from the mouth of this furnace at a rolling mill outside Addis Ababa, as an Ethiopian steel worker shovels in more iron scrap.

an effective and competent local representative who can bid at short notice on such tenders. When time permits it is frequently advantageous to an interested U.S. firm to send a regional representative or even an official from the United States.

Although the Ethiopian market is somewhat limited and may not reach large proportions for a number of years, those who establish their reputations now will have a decided advantage over latecomers to this market.

Interest rates steady

The Swiss financial situation during the first quarter of 1965 was again strongly influenced by foreign developments. Interest rates were stable or in some instances even decreased on both short- and long-term money. The position of the dollar remained strong, as U.S. subsidiaries increased their demand for Euro-dollars following the initiation of the U.S. voluntary restraint program regarding private investment in developed countries. The pound sterling strengthened, due to the favorable reception of the British budget message in April.

Values on the Swiss stock market continued their long-term decline, with the Swiss National Bank index dropping 8.2% during the 3 months ended March 31.

Japanese camera industry trying to snap back from 1964's doldrums

The year 1964 was difficult for the Japanese camera industry. Over-production and strong sales competition hampered the domestic market, while in the international market Japanese camera makers faced the introduction of highly competitive still and motion picture cameras by United States and German manufacturers.

Production of photographic equipment, optical parts and accessories in Japan rose about 19% in 1964, domestic sales were up about 20%, and exports by 10%, but profits were down and inventories high.

In November 1964 the camera industry was designated by the Ministry of International Trade and Industry (MITI) as one of 10 Japanese industries that were in a recession.

The Japanese industry is looking to a consolidation of its present position rather than greater production in 1965, and intends to concentrate on stabilization of prices and higher profit margins.

Overall production is expected to hold at about the 1964 level, with manufacturers anticipating about a 10% increase in exports.

Production of photographic equipment, optical parts and accessories totaled $236.2 million in 1964 compared to $198.6 in 1963. Major gains were in optical parts and accessories and still cameras, with production of 8-mm. motion picture cameras about 16% below 1963.

Japan's exports of photographic equipment totaled $97.4 million in 1964 compared to $88.8 million in 1963. Shipments to the United States increased by about 20% to $32.9 million, as the demand for higher quality cameras continued. Strong competition by the new rapid load type cameras significantly curbed the growth of Japan's exports, particularly in the lower and middle quality areas.

Movie cameras dip

Exports of movie cameras at $23.3 million in 1964 were about 12% below 1963, while exports of movie projectors showed only a slight increase.

Japan's imports of photographic equipment in 1964, though small, increased 53% over 1963 to slightly less than $8 million. Large gains took place in imports of still cameras as the result of the success of a U.S. rapid-load camera.

The major category of imports was apparatus for processing and printing of sensitized film and paper, which amounted to about $2 million. About 75% of these imports came from the United States.

The outlook for the sale of U.S. products in Japan in 1965 is good, although limited primarily to processing equipment and the new type cameras.

As interest in color photography in Japan expands, it is expected that there will be a greater demand among amateur photographers for special color equipment, most of which is American made.

Production of photographic film of all types increased about 22% in 1964 and sensitized paper was up about 21%. Large increases were registered in production of color film and paper. Compared with exports of photographic equipment, Japan's exports of sensitized materials are small, but were up about 23% to a level of $6.3 million. Black and white roll film was the most imporant export item, with X-ray plates in second place.

Domestic consumption of sensitized materials continued to exceed Japan's production, and imports in 1964 totaled $12.3 million, about 12% higher than in 1963. Leading supplies were the United States, Germany and Belgium, in that order, with the U.S. supplying about 88% of the total.

Japan is expected to remain a good market for U.S. films of all types, although consumption of 35-mm. movie film, both color and black and white, is not expected to expand due to the motion picture industry's decision to produce less films but of better quality.

Imports of color sensitized paper were liberalized on October 1, 1964, but color roll film and color movie film have not yet been liberalized. The import quota for color roll film was set at $2 million for 1964, but the industry reported that there were considerable shortages.

MANUFACTURING LICENSES

Manufacturer of contents guages, level switches and flow switches is desirous of obtaining manufacturing licenses for electronic equipment allied to liquid level and flow measurement and control.

Write: Bayham, Ltd., 12 Lower Grosvenor Pl., London, SW. 1, England. WTD.

MONTECATINI PETROCHEMICAL PLANT in the Brindisi Industrial Zone is one of the many industries that are revitalizing Southern Italy, Sicily and Sardinia.

$100 million loan broadens market for U.S. industrial goods in S. Italy

World Bank credit will aid projects on mainland, Sicily, Sardinia

U.S. suppliers of manufacturer's goods should keep a careful eye on Southern Italy in the near future. The area's lending institutions have the equivalent of $100 million on hand in fresh funds for loans to industrial projects. Since the loan was made by the World Bank, all equipment purchased with its funds must be procured through international competitive bidding.

The loan will be made to the Cassa per il Mezzogiorno (Southern Italy Development Fund) to replenish the resources of three special credit institutes which lend to industrial enterprises on the southern mainland and in Sicily and Sardinia. The loan will help to maintain the level of industrial investment needed for the continued economic development of Southern Italy.

The Italian Government has been making intensive and sustained efforts since World War II to improve economic conditions in the region and to provide employment for its rapidly growing population. The Cassa per il Mezzogiorno was established in 1950 as the Government's principal instrument for this purpose.

In the last 15 years the Cassa has made available the equivalent of $2.8 billion for the development of the South. Its early investments were mainly in agriculture and transporation, but since the late 1950's increasing emphasis has been given to promoting industrial investment. In recent years, industrial investment has risen sharply and many factors favor further growth.

Southern Italy has become increasingly important as a market since per capita income of the nearly 20 million people living there has almost doubled since 1951. Improved transportation has brought the area closer to markets in the north. Better technical education and the experience of the past decade have increased working and entrepreneurial skills.

Incentives offered

Finally, the special incentives offered for industrial investment in the South are providing the support needed until industry is more solidly established.

The primary channels for medium and long-term lending to industry under the Cassa program are three special credit institutes: Istituto per lo Sviluppo Economico dell'Italia Meridionale (ISVEIMER), Istituto Regionale per il Finanziamento alle Industrie in Sicilia (IRFIS) and Credito Industriale Sardo (CIS). ISVEIMER operates on the Italian mailand, IRFIS in Sicily, and CIS in Sardinia.

The Cassa holds 40% of the shares in each institute, and the remainder is held by regional banks and the Autonomous Regions of Sicily and Sardinia. It is through these and other lending institutions in the South that the Cassa provides important incentives to industrial investors.

Between 1953, when they were established in their present form, and 1963 the three institutes made more than 4,500 loans worth a total equivalent to $1.2 billion. They have been particularly active in providing assistance to the metal processing, engineering, chemical, construction materials, food processing and printing and publishing industries.

Loans requiring over $200 million have been approved by the institutes but have not been signed because of lack of funds, and a substantial number of additional loan applications are under active consideration. The World Bank loan, which will be relent by the Cassa to the institutes, will help to cover this financing gap.

The institutes, assisted by the Cassa, will be responsible for the appraisal and follow up of the projects against which the Bank's loan will be disbursed. About 150 projects will be selected from the more than 350, virtually all in the manufacturing industries, for which the institutes are prepared to make loans as soon as funds are available.

AID projects provide top chances for exports to sluggish Liberia

Servicing of debt alone is draining off 25% of nation's budget; new investment code expected to maintain favorable climate

By NANCY V. RAWLS
Commercial Attache, U.S. Embassy, Monrovia

Liberian business activity continues to be sluggish. The Government is committed to an austerity program in the face of the large national debt incurred when the country's iron ore mining industry was being developed during the boom of the late fifties and early sixties. Debt servicing alone is draining off one fourth of the nation's budget.

The Government is determined, through a number of improvements in fiscal management, to better its financial position and establish a sound basis for future economic development. Along these lines, the Government has cut operating expenditures to a bare minimum, thus causing a sharp reduction in public spending which is strongly felt in the business community. Unless unexpected foreign investments in significant amounts are forthcoming, the Liberian economy will receive little stimulus other than through U.S. AID construction projects and other limited foreign assistance.

While it is true that expected increases in iron ore and rubber production will augment Government revenues over the next few years, debt servicing will make increasingly large demands on the budget. Government operating costs will also rise, in proportion to the increased maintenance requirements for the new schools, roads, and other development projects as they are completed.

Tight credit

Bank credit today is tighter than it has been since Liberia's boom ended in 1962-3. Most banks report that collections are slow, and some large local wholesalers are refusing credit to more than half of the retailers and other customers who request it. Major firms with a sound capital base and long experience in this market are maintaining or, in a few commodity lines, slightly raising their sales levels. Other firms, especially small enterprises, are going out of business.

Imports have decreased steadily since 1962, the peak year during which large quantities of construction machinery and equipment were brought in for the iron ore mines.

This picture, while reflecting real and pressing economic problems in Liberia, also points to some opportunities for U.S. business. Liberia is dependent upon foreign capital for its economic development, and the foreign investor will find a favorable investment climate. U.S. firms investing in this country not only contribute to its economic growth, but also they create a situation in which U.S. goods and services follow U.S. capital.

Prospective investors may call upon the Liberian Development Corporation (LDC), a Government-owned corporation, for technical and general assistance. This organization is assisted by an AID-financed team from Checchi and Company, a private U.S. consulting firm which also has responsibility for publicizing investment opportunities in Liberia.

Projects studied

LDC has completed a number of feasibility studies on possible projects. Three opportunities recently identified by such studies are pharmaceutical compounding, soluble coffee manufacture, and distilling.

An investment code soon to be adopted by the Liberian Government will define the incentives they may expect and the regulations they must observe in doing business in Liberia.

The most immediate and promising possibilities for U.S. exports lie in the AID construction projects which will get underway this year and next. The largest project, the $27 million Mt. Coffee hydroelectric generating plant near Monrovia, is already under construction.

Other development loan projects scheduled to start during the remainder of 1965 are the national medical center, the junior-senior high school, and the Bassa Community elementary school, with a combined cost in the magnitude of $8.8 million. AID grants of approximately $1.5 million will generate construction activity this year on 20 rural schools, a dormitory for the University of Liberia, an interim training building for the national medical center, a geological survey services building, additional facilities at the Booker Washington Institute (vocational training school), and a 14-classroom elementary school in Monrovia. Another AID-financed development project scheduled to start by January is the $7.8 million improvement in the Monrovia water supply system.

Names available

The names of architects and engineers and/or contractors holding contracts for these projects may be obtained from the AID Mission or the Commercial Attache, both at the American Embassy in Monrovia.

Other local construction projects, including houses and apartment buildings, stores, and office building, will enhance the demand for building supplies and equipment. In this connection, several local merchants have noted a greater consumer interest in home improvement. Foodstuffs and textiles of good quality are also increasingly in demand.

Other economic development projects which would offer outlets for U.S. capital, goods, and services are being considered. An international lending organization has shown interest in financing roads and harbor construction, which would enable Liberia to open up its extensive timber tracts.

However, U.S. exporters will encounter growing competition from European and other suppliers in Liberia. The pattern of Liberia's foreign trade for 1963, the latest year for which trade figures are available, shows that the U.S. share of this market dropped to approximately 36% from 43% in 1962. Tentative available figures indicate a further drop in 1964.

West Germany is the strongest competitor, having a natural foothold for its products through German iron ore mining interests and a $2.5 million loan to the Liberian Bank for Industrial Development and Investment.

Strong competitors

Great Britain remains a strong competitor. Other countries showing an interest in this market are Japan, Poland, Yugoslavia, Brazil, and Canada, all of which have sent trade delegations to Liberia in recent months.

The United States has always enjoyed a strong trading position in this country, but U.S. exporters should not rely upon Liberia's traditional orientation to guarantee future sales. Prices, liberal terms to established firms, servicing, and quality are more important than ever to ensure a continued U.S. hold on this market. Suppliers would do well to apply the same energy and imagination for which they are noted in the U.S. to sales promotion in Liberia, a market with good long-term potential.

Pakistan's new Five-Year Plan emphasizes industrial growth, strong role for private enterprise

Government seeks to end reliance on aid to pay for imports; red tape cut in effort to attract more private foreign investment

On July 1 Pakistan started its Third Five Year Plan against a backdrop of an impressive economic performance over the last three years. In many instances, the major goals of the Second Five Year Plan were achieved or exceeded.

Pakistan's Third Plan is not only ambitious, but an essential phase of the country's 20-year Perspective Plan (1965-85), which is intended to change Pakistan's agrarian economy into one which is diversified and has a firm industrial base. The explicit aims of the Perspective Plan are: (1) quadrupling the Gross National Product from about $9.1 billion in 1964-65 to about $36.6 billion in 1984-85, and increasing the per capita income from $81 in 1965 to $195 in 1985; (2) providing full employment for the entire labor force by 1975; (3) establishing a parity in per capita incomes between East and West Pakistan; (4) achieving universal literacy; and (5) eliminating the country's dependence on foreign assistance.

The Third Five Year Plan estimates that Gross National Product for fiscal year 1970 will be 37% above the GNP for fiscal 1965. This compares to the 29% increase achieved during the Second Plan. Agricultural and industrial output are expected to increase at an annual rate of 5% and 10%, respectively.

To meet these targets, the Plan calls for a total expenditure of $10.92 billion. East Pakistan will receive $5.67 billion and West Pakistan $5.25 billion.

New industries

Pakistan's planners are placing special emphasis on industrial development during the next five years. The Third Plan envisages a shift in emphasis from consumer to producer goods industries, with priority on the establishment of export-oriented industries.

The shift applies primarily to West Pakistan where there are a substantial number of consumer goods industries.

The Third Plan foresees a considerable increase in the manufacture of steel, fertilizers, machine tools, cement, heavy engineering products, industrial chemicals, petrochemicals, and oil refining in West Pakistan.

In East Pakistan, which is slated to absorb approximately 55% of the total industrial development budget ($2.6 billion), a greater emphasis will be placed on consumer goods industries such as food processing, textiles, footwear, wood, cork, paper, and paper products.

The Plan also calls for a rapid increase in fertilizer production with lesser emphasis on production of chemicals, cement, steel, and petrochemicals.

Strong private sector

Pakistan's private sector is expected to continue to play a major role in the country's industrial development during the plan period. Private sector industrial investment during the next five years should total $1.74 billion, compared to a public sector investment of $961 million.

The public sector, however, is slated for a more important role in the industrial development of East Pakistan than during the Second Plan. The Government, moreover, will attempt to stimulate a greater flow of private investment into East Pakistan through fiscal measures and the attraction of West Pakistan capital. Private investment in East Pakistan industries has been weak in the past.

The public sector may also control certain basic producer goods industries in instances where the demand does not justify more than one or two production units and private investment is not forthcoming.

Foreign trade increase

The Third Plan has cited foreign trade as a key contributor to the country's industrial development. The major elements in the Plan's trade projections are: (1) an increase of 57% in annual exports by fiscal 1970; (2) increasing imports at a rate of approximately 7% per year; and (3) spending increasingly large amounts of free foreign exchange on imports.

Pakistan expects to import $7.46 billion worth of goods during the Third Plan period, with $3.19 billion in the form of capital goods, $1.54 billion for technical assistance and raw materials for capital goods industries, and $2.73 billion for nondevelopment imports such as consumer goods, raw materials for consumer goods, and invisibles.

The Third Plan also emphasizes Pakistan's intention to move away from her past dependence on foreign loans to finance imports. Based on her success in exceeding the original export goal during the Second Plan ($2.78 billion as against a projected $2.36 billion) and projected increased export earnings during the Third Plan, Pakistan anticipates an important accumulation of free foreign exchange, which will not be tied to imports from any particular country.

The Government plans to draw upon these resources for imports totaling $4.21 billion over the plan period, which is about 56% of projected imports.

The Government intends to broaden the import liberalization program which it initiated in January 1964. This will involve periodic reviews of the list of products for which licensing controls have been removed, and the extension of that list whenever possible.

Foreign investment needed

The Government also intends to continue efforts to attract foreign private investment, particularly in industries requiring technical know-how and managerial skills. It is expected that foreign private investment worth about $147 million will enter Pakistan during the Third Plan, compared to $95 million during the Second Plan. To expedite the flow of investment, the government plans to streamline and simplify its procedures for approving foreign investment proposals.

For information on individual industries and other specific aspects of the Third Five Year Plan, **write:** Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

COATING OF PIPEWORK

Manufacturer of sprinklers, fire alarms, fire extinguishers, fire doors, fire foam, sound proof doors and hydrants, is interested in entering into a licensing arrangement with a U.S. firm experienced in the coating of pipework. Typical processes such an agreement should cover would include cement lining, P.V.C., fiber glass and general plastic lining on both inside and external pipe surfaces.

Write: Fire Control, Pty., Ltd., P.O. box 87, Brookvale, N.S.W., Australia, WTD.

Netherlands Antilles trade dips; tie with EEC should promote industrial activity

Booming tourist trade hits new highs; labor unions score gains

Combined Netherlands Antilles trade figures for the first six months of 1964 showed a 6% decrease in exports and a 10% decrease in imports. The U.S. was the principal supplier of non-petroleum imports, with about 48% of the market. The outlook for continued U.S. predominance in the market is favorable.

Association with the European Common Market became a reality on October 1, and brought eligible Antillean exports within the tariff walls of the Community. This is expected to attract new industry, especially on Aruba and Curacao. There soon may be increased activity in each island's Free Trade Zone.

A large aluminum smelter having a capacity of 45,000 tons annually, and expected to employ about 400, is planned for Curacao. Construction is to begin by early 1966.

Tourism, an important factor in the economy, had a good year throughout the Antilles in 1964. In Curacao, the number of cruise ships set a record, both in terms of numbers and in passengers. While the number of "tourist nights" showed a marked increase over previous years, the number of North Americans in this category increased only slightly. The overall rise was largely due to increased numbers of travelers from Venezuela and the Dominican Republic. The number of hotel rooms is rising in all of the islands, to handle the increase of tourists.

The cost of living index continued its mild upward trend. Labor made some gains, securing a shorter work-week in some parts of the Antilles and organizing some previously unorganized sectors of the labor force.

India imposes export controls on black pepper

India has imposed controls on the export of all varieties of black pepper.

Future exports of pepper will be subject to export ceilings fixed annually for the July-June period. Established shippers will be allotted export quotas on the basis of their best export performance in any of the years 1960 through 1964.

Allotment of quotas to individual shippers are expected to be completed by Aug. 15. Until then, exports of the commodity will continue to be licensed freely as before.

India's current production of pepper is around 24,000 metric tons of which about three-fourths is exported annually. The U.S. offtake of Indian pepper in 1964-65 (April-March) was 2,258 metric tons worth approximately $2.1 million.

West German firm, manager lose U.S. export rights for shipment to Hungary

Caramant Industrial Trade Agency, C. Hauck and Co., an export-import firm of Wiesbaden, Federal Republic of Germany, and Manfred Hardt, manager of the firm have been denied all U.S. export privileges for one year, and put under two years' probation thereafter, for illegally reexporting U.S.-origin electrical testing equipment, from West Germany to Budapest, Hungary.

A Bureau of International Commerce investigation disclosed that equipment valued at approximately $8,300 was sent to Hungary despite the fact that Hardt had signed a consignee-purchaser statement for the supplier, pledging that the goods would not be sold outside of West Germany, and that unless specifically authorized, the goods would not be re-exported.

The respondents admitted the violation, but said it was not done "deliberately and consciously," but because they were "ignorant of the details" of the Export Control Act and regulations.

All outstanding export licenses in which the respondents have an interest are canceled; the sanctions apply to all agents and employees of the respondents, and all parties are forbidden to engage in export operations with them involving U.S.-origin commodities or technical data.

MACHINES

U.S. licensing rights on coin operated dry-cleaning machines for self-service dry-cleaning establishments, and dish-washing machines are sought by an importer, a wholesaler, and a selling agent for laundry and dry cleaning machines.

Write: S.E.L.L.S.A.—Societe pour l'Equipment de Laveries Libre Service Automatiques, 12 rue Lapeyrere, Paris 18, France. WTD.

ECSC increases 1966 levies on member industries

Additional funds needed to cover research expenditures

Upon recommendation of the European Parliament, the High Authority of the European Steel and Coal Community has decided to raise its levy on member state industries for fiscal year 1965-66 from 0.20 to 0.25%.

The levy, provided for in articles 49 and 50 of the Treaty of Paris establishing the ECSC, had been at the lower rate for three years.

The High Authority decided that additional funds were necessary to cover increased expenditures for research and readaptation in the Community and to avoid leaving the new single Executive of the European Communities to be formed early in 1966 with an unusally large deficit later in the year.

Despite initial critical reaction of European coal and steel associations, ECSC firms were expected to begin paying the new levy rates last July 1.

Based on the new levy rate of 0.25%, ECSC producers are expected to pay approximately the following amounts in U.S. cents per metric ton of:

Briquets of lignite and semi-coke 2.25; coal, all categories, 3.60;

Pig iron, except liquid, 10.71; ingots of Bessemer steel 13.37, and of other than Bessemer, 21.17; finished steel products, 7.17.

The High Authority still expects a budgetary deficit for fiscal year 1966, in spite of the increase in the levy. This will be the first time the High Authority plans to cover its deficit by future revenue. The big hike between 1965 expenditures ($37.4 million) and those estimated for 1966 ($50.1 million), lies mainly in research financing which is expected to be tripled. Of the $16.5 million allocated for research, $8 million is earmarked for steel, $4 million for coal and $4.5 million for social research.

CHEMICAL EQUIPMENT

Manufacturer of electrical and mechanical construction seeks license to manufacture U.S. chemical equipment and install U.S. chemical systems.

Write: Alpha A.G., 2560 Nidau, Switzerland.

Turkey to construct major dam, transmission lines with U.S. help

$40 million AID loan for U.S. goods, services is contribution to IDA external assistance package

U.S. goods and services, totaling $40 million, will be used to help Turkey build a major power dam and transmission lines costing $331.8 million.

The project, involving a dam, 620,000 kilowatt initial generating capacity and 1,275 miles of extra-high-voltage transmission lines, will greatly improve and increase power service to Turkey's national grid system.

The structure at Keban, damming the Euphrates River, will rise 510 feet above the river bed, a third taller than any other dam in Turkey. It will impound an artificial lake 78 miles long, 15th largest in the world, whose stored waters will drive four turbo-generator units.

Plans permit expansion to ultimate capacity of 1.2 million kilowatts, employing a total of eight generating units. The dam will be of rolled rock fill construction, the first major dam in Turkey of this type.

IDA assistance

An Agency for International Development loan will finance the $40 million worth of U.S. goods and services. This is the U.S. contribution to an external assistance "package" totaling $135 million coordinated by the International Development Assn. (IDA), an affiliate of the International Bank of Reconstruction and Development (World Bank).

Other members of the World Bank, including France, Germany, and Italy will join the European Investment Bank, part of the Common Market, in support of the project under arrangements made by IDA.

As part of the financing formula agreed to by the lenders, the bulk of the $40 million AID loan—$30 million—will meet a major share of the direct foreign exchange costs of the project, while the remaining $10 million is earmarked for purchase in the U.S. of general import commodities. This latter amount will help defray the financial burden placed on the Turkish Government by the project.

Three studies by U.S. organizations preceded AID support of the Keban project. Ebasco Services, Inc., New York made a basic feasibility study and reported favorably. Later, the Battelle Memorial Institute of Columbus Ohio, made an independent study of the impact of the Keban project on the Turkish economy which confirmed the desirability of proceeding with the project.

Last March, a team from the New England Division of the U.S. Army Corps of Engineers reviewed project plans and confirmed its technical soundness.

The loan is repayable in dollars in 40 years, including a 10-year grace period.

Commerce extends export ban against Canadian firm for another sixty days

An individual and two companies in Montreal, Canada, whose U.S. export privileges were suspended for 60 days for suspected violations of the Export Control Act, will have these restrictions continued for an additional 60 days.

The action was taken by the Department of Commerce's Bureau of International Commerce against Joseph Lewo, (also known as Joseph Jeuda Levos, Joseph Levo and Joseph Liebow), respondent, and two companies which he controls—J. L. International Ltd. (formerly called Jaymor Enterprises, Inc.), and CANEX, Ltd.

The Bureau said that there is reasonable basis to believe that the respondent has engaged in illegal export activities including transactions with Pierre Contresty who already is subject to an export denial order, and that these activities could be continued in the absence of further restrictions. The case revolves around reported shipments of U.S.-origin commodities to Cuba.

The new 60-day suspension started July 20, when the former ban expired.

Under its terms, those named are denied export privileges covering commodities or technical data of U.S. origin. The strictures apply also to all employees and agents of the individual and the two companies, and all persons are denied the right to engage with them in export activities involving commodities or technical data of U.S. origin.

U.S. equipment to aid Israeli development in three sectors

Israel will purchase $9 million worth of industrial machinery, $7 million of farm and processing machinery and $4 million of telecommunications equipment from the U.S.

The purchases will assist development of that country's industry, agriculture and communications.

Three Agency for International Development loans will finance procurement of the U.S. goods and services.

The loans for industrial and agricultural items will contribute to long-range Israeli economic development programs. Funds designated for telephone service will help meet high immediate demand while contributing to implementing a master plan for adequate communication in the future.

The largest portion of the U.S. aid for communications improvement—$1.5 million—will be used to install new radio telephone links connecting tel Aviv with Jerusalem, Beersheba and other cities.

All three U.S. loans are repayable in dollars by the Israeli Government over 20 years, including a five-year grace period.

DECARBONIZERS, DEGREASING SOLVENTS

Licensing agreement sought with U.S. manufacturer of decarbonizers and degreasing solvents. The firm states the degreasing solvents must be suitable for general degreasing of metal and motor parts by brush spray and bath and be in the form of a concentrate to be diluted with power kerosene or similar type solvent in the proportion of 10/15 to 1. The decarbonizer must be suitable for the removal of carbonized deposits, gum and sludge from pistons, valves and engines by a bath process with a water seal. This product should be available in three formulas—hot bath, cold bath and agitated cold bath.

Write: Campbell Bros., Ltd., Campbell St., Bowen Hills, Brisbane, Queensland, Australia. WTD.

Western European group denied all U.S. export privileges

Five-year-old case involves disposition of U.S. tractor

Eight Western European individuals and firms have been denied all U.S. export privileges for violations of the Export Control Act stemming from violations of an earlier denial order.

The denial order is for five years, but two of individuals will be on probation during the last three years, and the other parties will be on probation during the last two years.

The new order, effective July 15, was issued by the Department of Commerce's Bureau of International Commerce, after an investigation. The case had its origin five years ago in the illegal disposition of a U.S.-made tractor.

The principal respondent named in the new order is Otto R. Steinfellner, a businessman of Munich, who has widespread business interests in Germany, Austria and Liechtenstein. His wife, Frieda Steinfellner, of Vienna, and four firms which he controlled were also named. The firms are Technica Steinfellner & Co., Technica Amacker & Co., both of Munich; F.I.D.E.M. (Establishment for Financing, Importing and Distributing of Equipment and Machinery) of Vaduz, Liechtenstein; and Lilly Merchandising Co. (LILLYCO) of Vienna. Also named are Robert W. Amacker, a businessman of Teufen, Switzerland, and Dr. Ivo Beck, a lawyer of Vaduz, Liechtenstein.

U.S. tractor reexported

The order was entered on the basis of findings by BIC that Steinfellner and the firm Technica Steinfellner had violated the terms of a denial order entered against them in 1960 for illegal activities in connection with an attempted reexportation of a U.S.-made tractor to the USSR.

Under the terms of that order, these parties were denied the privilege of dealing in U.S.-origin commodities for one year. Steinfellner used the firms which he controlled to evade the order by continuing to deal in U.S. tractors and other heavy earthmoving equipment. The individuals named in the order assisted him in such evasion with knowledge that he was subject to the denial order, according to BIC.

After the 1960 denial order was entered, Amacker, as "straw man" for Steinfellner, organized the firm Technica Amacker, and Steinfellner continued to deal in U.S. goods through this firm. He also continued to deal in U.S. goods through the firm F.I.D.E.M., which he controlled but which was managed by Amacker and in which Beck was chairman of the Board of Directors.

The denial order, to which Steinfellner and the firms which he controls consented, denies all of the respondents export privileges for five years. Two years after the effective date of the order, Amacker and Beck will have probation for the balance of the five-year period. All other parties will have their export privileges restored under the same conditions, three years after the effective date of the order.

Under the terms of BIC's order, the denial of export privileges extends to all persons, firms, corporations and other business organizations with which any of the respondents may be related by ownership or control, and all parties are prohibited from engaging with them in export operations involving U.S.-origin commodities or technical data.

Argentine producer to buy U.S. machinery, services

A leading Argentine producer plans to purchase $3.8 million of machinery, equipment and services from some 25 U.S. firms to increase production of textile nylon.

Ducilo Sociedad Anonima Industrial y Comercial (Ducilo), producer of nylon, rayon, fluorocarbon and cellophane, will import from the U.S. the raw materials needed for the increase in nylon production which are not produced in Argentina. Established 30 years ago, Ducilo is owned 72% by E. I. du Pont de Nemours and Co., Inc., 15% by an Argentine firm, and 13% by French interests.

A $2.5 million Alliance for Progress loan has been authorized by the Export-Import Bank to Ducilo to help finance the U.S. purchases. Local costs of the expansion program will be financed by Ducilo.

The loan, subject to guarantee by the Industrial Bank of Argentina, will run through 1972, with repayments beginning in 1967.

EXHIBIT ABROAD

Trade associations, joining with the Bureau of International Commerce, help U.S. businessmen develop new overseas markets by exhibiting their products in trade shows abroad.

Colombian housing project boosted by U.S. investments

Four firms involved in program receive specific risk guaranties

Four U.S. firms are investing in low-cost housing projects in Cali, Colombia.

The companies, working with the Agency for International Development's program to assist in economic and social development, have been issued specific risk guaranties covering an equity investment and a short term construction loan in Viviendas Pan Americanas Colombianas (VIPASAO).

The long-term financing of this project is fully protected by an investment guaranty issued under the housing guaranty program for Latin America. Issued in 1962, it was the first guaranty of its type.

The guaranties insure the investors against inability to convert local currencies and losses from expropriation and war risk.

Companies involved

The Ramirez de Arellano & Torregrose, Inc., of San Juan, Puerto Rico, was issued specific risk guaranties totaling $776,250 to cover its investment with the three other companies in the construction of 1,600 low-cost homes.

The H.R.H. Construction Corp., New York, received guaranties of the same amount for its share in the building program.

The Garcia Commercial, Inc., of San Juan, received guaranties in the sum of $1.5 million for its share.

The Rexach Construction Co., San Juan, received guaranties totaling $3 million for its share of the investment in the housing project.

AUTOMATIC PACKAGING MACHINERY SOUGHT

Manufacturer and wholesaler of automatic packaging machine which converts a cellulose or polythene film into a bag and then fills it—has the know-how, personnel and plant facilities to enter into a licensing arrangement for the manufacture or assembly of other similar packaging machinery.

Write: Food Processing Plant, Pty., Ltd., Railway Ave., Huntingdale, Victoria, Australia. WTD.

TOUGH QUESTION, SOMETIMES

Where was it made?

EFTA, EEC aim at uniform rules to determine origin of imports

By JUDITH SEGAL
European Division, BIC

Despite the increased liberalization of international trade through the efforts of the GATT and the OECD, no major trading country accords all its imports fully uniform treatment.

All countries are continually confronted with origin determination problems in the application of their national trade policies, and the progressive international division of labor has complicated this problem by increasing the extent to which various important manufacturing stages of a product take place in several different countries.

Although the problems of determining the origin of imported goods have been discussed in international organizations like the Customs Cooperation Council and the GATT, until recently rules for determining origin have been established and administered at the national level, either through statutory laws generally applicable to all imports or by means of administrative decisions in individual cases.

However, with the establishment of customs unions and free trade areas in which a large share of trade flows under preferences extended to products of specified origin, rules for the determination of national origin are being developed on broader regional levels. In addition to determining which goods are eligible for preferred treatment, members of a preference zone must also determine product origins in order to prevent trade deflection resulting from the diversion of imports destined for higher-tariff countries within the preference area through a low-tariff member.

Different approach

While the European Free Trade Association (EFTA) has been using the rules of origin established in the Stockholm Treaty since 1960, the European Economic Community (EEC), which was established in 1958, has only recently proposed common rules of origin to replace the existing national laws governing the matter.

This different approach is due in large part to differences in the structure of the two organizations. EFTA, a free trade area in which members maintain their individual tariff schedules for trade with third countries while eliminating tariffs between themselves, is subject to an ever-present danger of trade deflection, while the eventual establishment of a common external tariff for all EEC members will eliminate the danger of trade deflection.

Both the EFTA and the proposed EEC rules of origin are based on the principle that imported materials must undergo substantial processing in the importing country in order to change their origin to that of the importing country. Such processing must either add a certain amount to the export value of the product, or it must result in an entirely new product.

EFTA

EFTA members (Austria, Denmark, Norway, Portugal, Sweden, Switzerland, the United Kingdom, and associate member Finland) extend preferential rates only to goods wholly produced within the area of the Association, or goods in which the value of the foreign (outside EFTA) components does not exceed 50% of the export price of the product.

The most serious difficulty with this added-value method arises when the percentage of components imported from outside the EFTA area approaches the 50% maximum, because a slight fluctuation in the price of materials or in the final export price may alter the origin of the product. Such problems seldom arise, however, because the Basic Materials List annexed to the EFTA Convention enumerates certain raw materials and semi-manufactured goods which, when used in producing goods in the EFTA area, are regarded as being of EFTA origin whether or not they have been imported from outside the area. Therefore, a product using far more than 50% foreign materials may still be eligible for the preferred EFTA rates.

The Basic Materials List was established to allow the EFTA countries to maintain their traditional sources of supply for raw materials, especially from less developed countries.

Further extension

Furthermore, EFTA extends the basic processing principle by enumerating in schedules annexed to the Convention certain processes which, if performed in the EFTA area, qualify a product for EFTA rates regardless of the percentage of value added to the product.

These schedules list products according to their Brussels Tariff Nomenclature position and list the processes which qualify each product for EFTA origin. For example, for 53.01, Sheep's or lamb's wool, not carded or combed, the qualifying processes are "removal from skin or washing or degreasing or carbonising."

Under this method it is not necessary to establish values and prices in order to determine origin. In fact, in most cases, it is not even necessary to consider the source of the components. That makes this a simpler system for determining origin than the added-value method under which the manufacturer must keep careful account of the costs of non-EFTA materials used in his product, a difficult problem where production involves many subcontractors.

For those products listed in the Convention annexes, manufacturers can choose between the added-value and process criteria for each shipment. Goods not listed in the Convention annex must meet the added-value requirement. For most textile products the processing rules are mandatory.

More complex

The technical complexity of the origin rules has at times been increased by the need to compromise between opposing industrial interests. The origin rules for certain textiles is a case in point.

The EFTA system of determining origin has operated satisfactorily, contrary to many expectations, probably due in large

part to the EFTA Council making extensive use of its authority to modify and liberalize the origin definitions by adding new items to the Processes and Basic Materials Lists, clarifying detailed provisions, simplifying procedures, and, in general adapting the system more closely to the requirements of trade.

EEC

One of the objectives of the members of the European Economic Community (Belgium, France, Germany, Italy, Luxembourg and the Netherlands) is to establish a common market among themselves in which goods and resources, including labor, can move freely across national boundaries.

Part of this scheme is the establishment of a Common External Tariff (CXT) to be used by all members in their trade with non-EEC countries. Although the CXT is not scheduled to be fully effective until 1970, it will probably be in effect by 1968. Until then member countries will be adjusting their national tariff schedules toward the CXT rates; 70% of this adjustment has already been made for industrial products.

During this transitional period when the members' tariff schedules for trade with third countries still differ and common rules of origin determination have not yet been adopted, the member countries have determined product origin according to their national laws and a safeguard clause in the Rome Treaty has allowed them to deny preferred rates to products diverted through countries having low duty rates.

However, the EEC has established a common procedure for dealing with another problem which has arisen during the transitional period—handling the foreign components of Community-processed products.

Drawback provisions

The exports of Community members are, in large part, the manufactured and semi-manufactured products of their processing industries. To encourage the development of these industries, these countries have drawback provisions in their national laws for refunding customs duties paid on imported raw materials, or semi-finished products or parts which are to be processed and re-exported.

A problem arises when these foreign materials on which duties have been refunded are re-exported in a processed product to another EEC member at the preferred rate, because they are then, in effect, receiving the same preferred treatment as the materials originating in the EEC member or associated countries. However, refusal to give processed goods with foreign components the advantages of internal EEC rates would be unsatisfactory, since such goods may incorporate large quantities of Community labor and other resources which are entitled to the preferential benefits.

Therefore, the following special procedure has been developed in accordance with Article 10 of the Rome Treaty to cover the trade in Community-processed products with foreign components:

To obtain preferential rates a product must receive a certificate of free circulation which will be issued only when all duties have been paid or, in the case of foreign imported components on which the duty has been totally or partially refunded, when a levy is paid by the exporter in the EEC member exporting these components as part of a processed product.

CXT base

This levy, based on the CXT for the component, is established by the Commission as a certain percentage of the CXT, the percentage rising as the internal tariff rates fall. At present the levy is 65% of the CXT for the component.

This procedure for handling Community-processed products with foreign components will no longer be necessary when the EEC members adopt common rules for determining origin. The proposed EEC origin rules, like those of the member countries, are based on the general processing principles discussed above.

These rules accord the nationality of a country to goods produced entirely in one country without the use of components from abroad. These products are enumerated as: (a) mineral products extracted from its soil; (b) vegetable products harvested there; (c) living animals born or hatched as well as bred there; (d) products derived from living animals kept there; (e) products of fishing and hunting obtained there; (f) marine products caught from vessels entered or registered there and sailing under the flag of the country; (g) goods, manufactured on board of a factory-ship entered or registered there and sailing under the flag of the country, provided the goods have been obtained from marine products originating from that country; (h) residues and waste from manufacturing operations and discarded articles provided they have been collected in the country and can only be used for the recovery of raw materials; (i) goods obtained exclusively from animals or products or their derived goods listed from (a) to (h).

For goods whose production stages took place in two or more countries, the EEC Commission proposes that the Community follow the basic rule that an article originates in the country where the last substantial economically justified transformations or processes have taken place, carried out in a factory equipped for this purpose and resulting in the manufacture of an entirely new product or representing an important stage in the manufacture.

Disadvantages avoided

The added-value and qualifying-processes methods have been subordinated to the main principle stated above, to be used only if this criterion does not provide a satisfactory solution.

The Commission has chosen this way to determine origin in order to avoid certain disadvantages which it believes are inherent in the value-added and qualifying-processes methods.

One of these disadvantages is that the added-value method will always favor the establishment of origin in a processing country when it purchases its raw materials or semi-finished goods elsewhere at abnormally low prices.

The Commission also feels that application of the value-added criterion alone may offset the true objectives of the origin rules if, for example, the increase in value is influenced by such factors as profit margins and transportation costs which do not form part of the production process itself.

Further, the Commission says that the determination of relevant percentages of value added and the drawing up of lists of processes would necessitate long and involved investigations without any assurance that future problems would be covered.

The proposed rules also contain a clause stating that transformations or processes intended to by-pass the provisions applicable in the Community or member states with respect to the origin of goods will not confer the origin of the country of transformation or processing.

Committee set up

Under the proposed rules, accessories, spare parts and workshop outfits shipped with materials, a machine, an apparatus or a vehicle and representing part of the normal equipment are determined to be of the same origin as the goods they are shipped with.

The proposed regulations set up a Committee on Origins to handle any problems which might arise and to gradually develop a common doctrine of origin. Provision is also made for any dispute to be handled expeditiously by the Committee, the Commission and the Council of Ministers, if necessary.

These proposed rules will not apply to

the special arrangements made between the EEC members and their Associated Overseas Countries (AOC's), unless they are adopted by the Association Council.

To date the EEC members have been unable to agree on definitions of origin for all products of interest to the AOC's. However, they have agreed that national origin is acquired if the product being exported from the Associated Country has been transformed to the extent that its tariff classification has been changed.

Rules of origin determination for trade with the AOC's are expected to be established in the near future.

The petroleum sector has been excluded from the origin rules since these products will be covered by the Common Energy Policy now under consideration by EEC administrative bodies.

Colombia sets registration rules

The Colombian Government has issued a resolution requiring registration of all foreign capital not now registered as well as all future capital imports.

Transfers from Colombia abroad involving repatriation of capital, interest and profits must also be registered. Registration must be made between July 19 and 31 with the Division de Registro de Cambios de la Superintendencia de Comercio Exterior (Division of Exchange Registration of the Superintendency of Foreign Commerce).

Capital imported in the future must be registered within 15 days after importation.

The resolution applies to imports of foreign exchange; other tangible and intangible capital assets; remittances and transfers of interest and profits including commissions and royalties.

The resolution also requires submission of information on estimates of capital already imported and the amounts of repatriated capital, interest, commission and royalties remitted so far in 1965 and those to be made in the remainder of 1965 and in 1966.

According to the resolution, information supplied will be held in strict confidence and is to be used for statistical purposes in connection with balance of payments accounting.

In another resolution, commercial banks and financial institutions are required to obtain certain information from purchasers of free exchange. Purchasers will have to state the purposes for which the exchange is to be used. This requirement is effective as of last July 16.

Increases in development expenditures, defense fund highlight Pakistan's budget

Projects in public sector to get $937 million; more private investment to be channeled into eastern region of country

Pakistan's new budget for fiscal year 1966 (July 1965-June 1966) includes increased development expenditures, continued reliance on private initiative in industry, and a substantial increase in the defense contingency fund.

An estimated $1.7 billion will be spent on economic development in Pakistan during the next financial year. A total of $937 million is allocated for projects in the public sector and investments of $777 million are anticipated by the private sector. This amount represents a sizeable 8% increase over fiscal year 1965 development expenditures.

Public expenditures will emphasize the development of East Pakistan, with $410 million being spent in this region. In addition, efforts are being made to channel more private investment into the eastern sector of the nation, in accordance with the goal of the Third Five-Year Plan to reduce economic disparity between East and West Pakistan.

In the agricultural sector, priority is to be given to creation of additional domestic fertilizer production capacity. Production and distribution facilities will be entirely in the private sector, reflecting the Government's emphasis on the private sector's role in economic development.

Private initiative stressed

Pakistan will continue to rely primarily on private initiative for industrial development. The Government, according to Finance Minister Mohammad Shoaib, has no plans for nationalization and public investments will be made only when private industry is unable or unwilling to undertake a project. In addition, the Government will continue its policy of selectively divesting itself of public sector industries.

The third highlight of the budget message was an allowance for defense contingencies of approximately $50 million, as compared to $5.25 million set aside for fiscal year 1965. The contingency fund is in addition to the regular defense budget of $286.6 million, which is 4% more than last year.

The increase in the contingency defense fund will result in an across-the-board cut of 5% for planned development spending. As a result, public development expenditures will total only $937 million.

Total revenue receipts are expected to be almost $2 billion this year, of which $626.6 million will be used for current expenditures, $247.8 million will be turned over to the provinces, and the remainder will go for development. A deficit of about $60 million is anticipated.

Mr. Shoaib also stated that an increasing amount of Pakistan's foreign exchange reserves will be committed to the import liberalization program and will move progressively in this direction during the next five years.

India to require advance deposits on all imports

The Reserve Bank of India now requires all importers to deposit an amount equivalent to 25% of the value of each import transaction exceeding $1,050, prior to the shipment of goods to India.

The advance deposits will be placed in special accounts in the 16 banks in India authorized by the Government to deal in foreign exchange. The sums deposited will earn interest at 2% a year. Only imports on official government account will be exempted.

Deposits will be required for all import transactions involving more than $1,050, irrespective of the source of the import or the method of financing. Advance deposits are to be returned to the importer upon completion or cancellation of the transaction involved, but in no case less than 60 days after the deposit date.

This action appears to be another step in the Indian Government's effort to tighten its control over importing. Stricter control is seen as a necessary step in holding down India's critical balance of payments deficit.

Prescriptions necessary

Lebanon now requires medical prescriptions for the sale of preparations of antibiotics, sulfa drugs, progesterone and cortisone intended for internal application. The containers of such preparations must show in Arabic, "not to be used without medical prescription."

Guatemalan Government releases new code for mining ventures

Officials prepared to expedite applications of foreign investors; all previous legislation is annuled

Guatemala has instituted a new mining code annulling all provisions contained in other mining legislation and Presidential Decrees which may be inconsistent with those of the Code.

Government officials appear ready to expedite applications of foreign investors presently interested in mining ventures in Guatemala by initiating negotiations under the provisions of the Code. It is too early, however, to determine whether these negotiations will be successful and whether the Code will provide the stimulus to mining that is its purpose.

Principal provisions of the Code are:

Minerals found within the national territory or maritime limits, whether on, in or under the surface of land, rivers, lakes, seas and the continental platform, are the property of the State.

Prospecting licenses are granted for a period not to exceed one year and may be renewed twice for like periods. Although such licenses may be granted to foreigners as well as to Guatemalan nationals, they do not confer upon the holder any exclusive rights over the territory concerned.

Exploration rights

Exploration concessions are granted by the Ministry of Economy for a period of no less than one year nor longer than three years. However, such concessions may be extended one or more times as long as the total period of all concessions does not exceed five years. All other conditions being equal, preference in the granting of exploration concessions will be given to Guatemalan entities which have more than 51% national capitalization. However, exploration rights may be granted to both foreigners and Guatemalans.

Exploitation concessions confer the exclusive right within the defined limits of the concession to extract those minerals specifically mentioned in the concession. Individual concessions for a minimum annual investment, and are limited, in size, to no more than 500 square kilometers. They may be granted only to Guatemalan nationals or to juridicial entities which are organized under the laws of Guatemala.

Exploitation concessions may be granted by the Executive Power for an initial term of no more than 40 years, but may be extended for an additional period ranging to 20 years. Annual technical, financial reports must be submitted by the concessionaire. However, the State may not disseminate this information unless the concessionaire submits a written agreement to that effect.

While no taxes are assessed on prospecting licenses, holders of exploration and exploitation concessions are subject to license tax; surface tax; royalties tax, and income tax.

Surface taxes applicable

License taxes are fixed and are payable only once at the basic rate of $1 per square kilometer or fraction thereof in the case of exploration licenses; and at the basic rate of $50 per square kilometer in the case of exploitation licenses. License fees for renewal or transfers are $1.50 and $100 per square kilometer respectively.

Surface taxes apply to exploitation concessions only and are levied annually at rates ranging from $20 per square kilometer for the first and second years to $100 per square kilometer per year during the ninth year of the concession. The royalty tax is seven percent levied on the quantity of minerals extracted by the miner, based on the gross value of the mineral at the mine.

To establish the net income derived from mining operations for income tax purposes, concessionaires may use the deductions provided for by the income tax law, including royalties, license and surface taxes. Those mining companies which establish installations for processing minerals within the country may take advantage of the income tax exoneration provisions of the Industrial Development Law.

For a copy of the Code, Decree Law 342, in Spanish, on a 10-day loan basis, **write:** OIRE Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Malaysia announces second list of goods for common market

Hearings take place on inclusion of 39 classes of items for tariffs

The Malaysian Tariff Advisory Board has announced a second list of goods to be considered for inclusion in a Malaysian Common Market.

A total of 39 classes are included in this schedule covering 240 items and subitems of the Malaysian tariff code. Hearings are being held on inclusion of these goods in the Common Market and the appropriate level of the common external tariff to be applied.

Similar hearings were held late last year on the first list of 101 items considered for a common market tariff, but the new tariffs on these items have not yet been announced.

The current list of items being considered includes dairy products, flour products, sugar products, sauces, footwear and leather goods, furniture, tiles, paints, pipes, chemical products, wood products, glass products, electric lamp bulbs, wires, radio and television apparatus and air conditioning and refrigeration equipment.

The Central Government and the Governments of the States of Singapore, Sabah and Sarawak have published Import Control Orders requiring import licenses and in some cases imposing quotas on the importation of certain commodities included in this list.

Avoid stockpiling

This action has been taken to prevent stockpiling of these items. The degree of import control varies between customs areas, but is most extensive in the free ports of Singapore, Penang (Malaya) and Labuan (Sabah) where the danger of speculative imports is greatest. It should be noted that there are, at present protective tariffs and, only in Singapore, import quotas on a number of these items. Similar action was taken when the first list of goods to be considered for the Common Market was published last October.

For a complete list of items being considered for the Common Market, as well as quotas imposed by Singapore, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Pakistan's soaring fertilizer usage boosts sales, investment prospects

Will need 90,000 tons of plant food annually from now to 1970

An expected near tripling of Pakistan's fertilizer usage by 1970 may create good prospects for profitable new business by alert American businessmen. Annual fertilizer use is expected to soar to 484,000 nutrient tons by 1970.

Although 10 new plants are to be built, annual plant food imports averaging 90,000 tons will be required to fulfill demand until they are in operation.

A number of factors have combined to create this sharp increase.

Use of about six pounds of fertilizer per acre for a total of 162,000 tons in 1964 reflected a major advance over the 35,000 tons consumed in 1960. Official Government policy promoting the use of fertilizer and rapid acceptance of fertilizer by local farmers are expected to continue this steep rate of increase.

Pakistan's soils react well to fertilization. Tests show a normal rice and wheat response coefficient of eight or nine pounds per additional pound of fertilizer.

Export and investment

The high-priority construction program calls for 10 new fertilizer plants during the current five-year plan ending in March 1970; four in West Pakistan and six in East Pakistan. Construction would begin on one plant in 1967, six in 1968, one in 1969, and two in 1970. This will require a total investment of some $253 million, approximately 71% of which will be in foreign exchange. Pakistan Government policy favors private industry for financing and operating these facilities.

Considerable fertilizer imports will be needed until the new plants can meet demand. Based on the current c.i.f. cost of $225 per ton of imported nutrients, Pakistan imports may well reach $20 million for the year ending in June 1966. Increases to $28 million and $40 million are expected for the comparable 1967 and 1968 periods. Production gains by 1969 probably will reduce imports to some $14 million in that year, and to practically nil thereafter.

Import requirements will continue, however, for phosphates and sulfur, as Pakistan's known deposits of these important fertilizer raw materials are extremely limited.

Additional information on these opportunities can be obtained from the Bureau of International Commerce, the Pakistani Embassy, 2315 Massachusetts Ave. NW., Washington; or the Pakistan Investment Promotion Center, opening this week in New York.

State trading companies to handle Indonesia's purchases

The Indonesian Government has further strengthened the role of state trading in Indonesia by a Presidium Decree requiring all purchases from foreign countries for Indonesian government departments and agencies to be made by the state trading companies known as P. N. Niagas.

The decree applies to all Government procurement financed with official foreign exchange, whether on a cash or a deferred-payment basis. Through this move the Government hopes to exercise a closer control over the expenditure of official foreign exchange.

The terms of the decree are broad and it is not yet known whether there will be any exceptions to the new policy. In the past a number of Government agencies such as the Indonesian Armed Forces, the State Railways, and the Department of Land, Postal and Telecommunications have procured directly from foreign suppliers.

Spain revises law on Government contracts

The Spanish Government has revised its basic law on Government contracts relating to contracts on behalf of the Government for supplying work, services, and supplies.

Regarding foreign bidders, the law states that they have the right to contract with the State but the Government may regulate their competition. All international tenders must be publicized in the "Boletin Oficial" at least 40 days prior to the date for submission of bids.

No official translation of the new law is available.

For a copy of an informal translation on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Germany lists medicines needing special registration

The German Health Ministry has issued an ordinance listing 23 substances and preparations which require special registration for sale in Germany.

Medicines containing such substances or which are preparations listed in the ordinance are subject to stringent requirements with respect to the submission of reports from the manufacturer about the clinical and pharmacological examination of such medicines.

All items listed in the ordinance will require a prescription until July 1, 1968.

The ordinance was published in *Bundesgesetzblatt I, 1965*, pp. 445 and 446. The gazette may be ordered from the Bundesanzeiger Verlags G.M.B.H., Bonn.

Photostat copies are available at nominal cost from Photo-duplication Service, Library of Congress, Washington, D.C. 20540.

This change should be noted in the Department of Commerce bulletin "Pharmaceutical Regulations of Federal Republic of Germany," World Trade Information Service report, Part 2, No. 57-63.

Denmark liberalizes additional imports

Denmark's Ministry of Commerce has officially announced the liberalization, effective last July 1, of imports of various manufactured goods in accordance with a recent timetable for removal of remaining quantitative restrictions on industrial products.

Simultaneously, certain vegetable and fruit items (vegetables, fresh or chilled, vegetables, provisionally preserved, gooseberries and blackberries), the liberalization of which has been contemplated for some time were also transferred to the free list. (A complete list of industrial goods to be freed from import license on July 1, 1965 was published in INTERNATIONAL COMMERCE May 3, 1965).

Germany opens quota for canned pear imports

Germany has opened a quota allowing imports of canned pears, the content weighing less than 4.5 kilograms, from a number of countries including the U.S.

Applications for import licenses may be submitted until the exhaustion of the undisclosed value limit but not later than Dec. 30. Licenses will be valid until Dec. 31.

Liberia offers oil refinery opportunity to U.S. investors

Will extend technical assistance for pre-investment investigation

A prefeasibility study prepared by a U.S. consulting firm for the Liberian Development Corp. suggests the possibility of investment opportunities in local refining of imported crude peanut oil and, with increased Liberian production of oil seed nuts and kernels, eventual crushing of local crops to supply crude oil to the refinery.

It is reported that the Liberian Development Corp. offers technical assistance to any U.S. firm wishing to make a pre-investment investigation of these opportunities.

According to the study "Vegetable Oil Refining in Liberia," the country is both a source of oil seed nuts and kernels and a consumer of refined edible vegetable oils. Its production of the former and consumption of the latter are growing.

The total liquid vegetable oil market in Liberia in 1964 was estimated to be 150,000 gallons and is expected to grow at an average annual rate of 15%, doubling by 1969.

The two phases of a proposed plant operation considered are refining (neutralizing, bleaching, filtering and deodorizing), packaging and distributing imported crude vegetable oils (primarily peanut); and milling crude oil from oil seeds (peanut and palm kernel) and supplying peanut meal for various by-products.

It is estimated that locally-refined peanut oil, if priced competitively with the imported oil, could capture approximately 50 to 60% of the total vegetable oil market during the first five years of plant operation. With the successful and profitable operation of a refinery, Liberian peanut growers could be encouraged to develop peanut production leading eventually to the establishment of an oil mill.

For further information and a copy of the study, **write:** Liberian Development Corp., P.M.B. 9033, Department of the Treasury, Monrovia, Liberia.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

MACHINES, TOOLS

Licensing rights sought for the manufacture of machines and tools for the manufacture of electric motors, such as winding machines, commutator-slotting machines, and also for the manufacture of semi-finished products for electric motors such as commutators, centrifugal and motor overload switches.

Write: N.V. Technische Handelsonderneming M. Seher & Co., 23-25 Groenendaal, Rotterdam 1, Netherlands. WTD.

COMPOUND FEEDSTUFFS

Manufacturer of oil cake and feedstuffs for cattle seeks U.S. licensing rights on compound feedstuffs for livestock.

Write: Maiseries du Nord, S.A., 2 rue de la Fontaine, Marquette-lez-Lille (Nord), France. WTD.

STEEL GUARD RAILS

Manufacturer of bridges and structural steel products seeks license to make steel guard rails for roads and bridges.

Write: Belgian Consulate General, Industrial Section, 50 Rockefeller Plaza, New York, N.Y. 10020.

French manufacturer seeks U.S. licensee

A French firm is interested in selling its manufacturing rights for a four-pronged metal stand, suitable for use as a television support or outdoor table.

Other models to support book shelves and metal arm chairs for porch furniture are also offered for U.S. production. The French firm obtained a U.S. patent last January.

For additional information and the name and address of the firm, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to File 1336.

Liberian lumber company requests joint venture

A Liberian lumber company with 40-year timber concession of 250,000 acres seeks a joint venture to permit expansion of its logging and sawmill operations.

Liberia's forests are one of its most valuable resources with some lumber now marketed locally and the balance exported, mainly to the United Kingdom.

According to the firm, the European market is practically unlimited and will absorb any quantities of sawn lumber produced. The main obstacle at present is the inadequacy of roads and port facilities.

The company now hauls cut logs overland for 240 miles from concession area to Monrovia Free Port. Plans are progressing, however, for use of the LAMCO railroad to Buchanan which would reduce the distance by road to 65 miles. Loading facilities are available at Buchanan but timber has not as yet been shipped from this port.

Drawbacks to transporting and shipping timber are recognized by the Government and others and serious efforts are being made to overcome them.

Write: Morro River Lumber Co., P.O. box 343, Monrovia, Liberia.★ WTD.

PHARMACEUTICALS, COSMETICS

Manufacturer with distribution facilities throughout Australia is interested in arrangements to manufacture and distribute under license a wide range of pharmaceutical and cosmetic preparations.

Write: Rocke Tompsitt & Co. Ltd., 10 Griffiths St., Richmond, Victoria, Australia. WTD.
18, France. WTD.

Opportunity to supply substantial volume of oil to Burma offered

The People's Oil Industry in Rangoon, Burma, is inviting petroleum companies to tender offers for the supply of 100,000 (minimum) to 185,200 (maximum) tons of crude or blend of crudes to meet their requirements during the period from Oct. 1, 1965 to Sept. 30, 1966. (Ref. No. PaYaLa/Yaung/Atwinsa 23/I/2(d)).

Interested firms which can satisfy as closely as possible the specifications of the present quality of Burma crude are invited to submit their offers for the supply of these products as directed. In the event petroleum companies are unable to comply exactly to the specifications, they are requested to submit specifications nearest to those outlined and send by air a sample of crude or blend of crudes in a 4-gallon tin to the People's Oil Industry. All tenderers are requested to indicate the C&F as well as the F.O.B. price of the crude or blend of crudes intended for supply.

The contracted tonnage is to be delivered in shipments of 11,000 tons each. Those firms intending to reply to this offer are requested to make responses as soon as possible to the following address: U San Maung, General Manager, People's Oil Industry, Post Box No. 1049, 604 Merchant St., Rangoon, Burma.

Interested companies located in the U.S. may obtain copies of the complete specifications for Burma crude from the Miscellaneous Metals & Minerals Division, BDSA, Rm. 4213, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2355.

Recording studio equipment, radio spare parts called for in tenders issued by Iraq

The Directorate of Contracts & Purchases, Ministry of Defence, Baghdad, has issued a series of tenders calling for recording studio equipment and various pieces of radio equipment.

Tender No. Misc./20/1965 calls for recording studio equipment such as miniature microphones, portable and studio magnetic recorders, and synchronizers, for a complete sound studio. The suppliers will be expected to install the equipment and integrate the pieces into a complete system, as well as train the military personnel for its efficient operation. Bid deadline is Aug. 10.

Tender Sig/8/1965 calls for spare parts for the AN/PRC-10 radio. Included are handsets, aerials, relays, amplifiers, descriminators, and oscillators. Bid deadline is Aug. 3.

Tender No. Sig/20/1965 calls for 150 aerials for the AN/ARC-6 radio. Bid deadline is Aug. 7.

Tender No. Sig/22/1965 calls for spare parts for the radio transmitter BC-610-1. Included are coils, transformers, relays, and various meters. Bid deadline is Aug. 7.

Tender No. Sig/24/1965 calls for spare parts for the radio set AN/GRC-9. Included are coils, relays, transformers, resistors, vibrators, microphones. Bid deadline is Aug. 14.

Tender No. Sig/26/1965 calls for spare parts for radio sets AN/GRC-9 and JAN/RRC-10. Included are microphones, loudspeakers, relays, vibrators, IF amplifiers, and discriminators. Bid deadline is Aug. 21.

In submitting tenders to Directorate of Contracts and Purchases, a copy of the "General Conditions of Tenders" must be attached to the offer. The "General Conditions" and other tender documents may be obtained from the office of the Military Attache, Embassy of the Republic of Iraq, Att.: Col. Kashmoula, 3510 Garfield St., NW., Washington, D.C. Telephone: 202 333-4028.

South Africa invites bids from sub-contractors for proposed Medical Center

The Republic of South Africa invites interested companies to bid on sub-contracts for the planned construction of a 12-story Medical Center, estimated at $840,000, in the heart of Windhoek.

A consortium of companies, including two old established South West African companies, Ohlthaver & List Trust Co., Ltd., P.O. Box 16, and Priflinger & Roll (Pty.) Ltd., P.O. Box 7, both in Windhoek, will erect the Medical Center.

Stubel Investment (Pty.) Ltd., will erect the building consisting of three stories of parking, seven stories of office and surgery accommodations for the medical profession, and two stories of ordinary business offices.

The medical profession's most modern conveniences are to be installed including a special stretcher lift, and provision will be made to allow ambulances to drive straight to the lift to unload patients.

Ceylon issues two tenders calling for various drugs

The Ministry of Health, Colombo, Ceylon, has issued two tenders calling for quotations on a variety of drug products.

Bid deadline for both tenders is Sept. 14.

One tender includes a total of 356 vials of codeine phosphate x 4 oz., 1 oz. and ⅛ oz.; a total of 240,000 ampoules of pethedine hydrochloride x 50 and 75 mg.; a total of 100,000 ampoules of morphine hydrochloride x 1.1 cc, ¼ gr. per cc; and 350 fluid pounds of opium liquid concentrated.

Copies of this tender are available to firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

The other tender includes 8,000 bottles of sodium lactate injection x 500 cc; 7,500 bottles of protein hydrolyrate 5% and 5% Dextrose Solution x 500 cc; 400,000 bottles of Sterile Dextrose injection 5% x 500 cc; 450,000 ampoules Dextrose injection 25% x 25 cc; and 225,000 ampoules of dextrose injection 50% x 50 cc.

Copies of this tender may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

Seven NATO projects announced by the U.K. open to U.S. bidders

The Ministry of Public Buildings & Works has announced seven NATO projects.

U.S. firms, certified eligible to participate in NATO International Competitive Bidding, must register their interest by Aug. 4 to the Ministry of Public Buildings & Works, Building 337 (South Side), R.A.F. Northolt, Ruislip, Middlesex, Attn: J. E. Jones.

Project No. 1, titled "Operations/Briefing Building," consists of brick construction of a one story building, about 780 sq. meters total area, including hot air heating, air conditioning and electrical services. The cost of this project is £47,000 (1£ = $2.80).

Project No. 2, titled "Ammo. Stores (SAS) Type 'C'," consists of provision of seven earth-covered steel arch igloos each 71.3 meters in area, together with associated blast walls, pavement, and electrical, drainage and water utilities with grounding and lightning protection systems. This project has eleven other phases including certain construction, supply of assorted equipment and components and extension and expansion of existing facilities. Cost is £95,000.

Project No. 3, titled "Aircraft Engine Maintenance Shop," consists of construction of an approximately 875 sq. meter, single story building of steel framing with insulated steel side doors, insulated flat roof decking and brickwork construction for storage and utility rooms and includes compressed air, heating, and electrical services and a comprehensive cranage system. Estimated cost is £49,500.

Project No. 4, titled "Modification to Aircraft Fuel, Underground Storage and Dispensing Facility," consists of modifications to two existing facilities utilizing USAF-supplied second-hand equipment. Cost of the project is £27,000.

Project No. 5, titled "Electronic & Armament Maintenance Shop," consists of construction in brickwork with light steel roof beams of a single-story workshop building of approximately 860 sq. meters total area. Building is to include insulated flat metal roof decking and warm air heating and electrical and compressed air services. The cost is estimated at £63,000.

Project No. 6, titled "Mobile Powered Ground Equipment Maintenance Shop," calls for construction of a 450 sq. meter, single story steel framing and brickwork building. Estimated cost is £24,000.

Project No. 7, titled "Ready (Crew) Building (in QRA)," consists of the construction of a brick, single story dormitory building including an oil-fired LPHW central heating installation and electrical services. The building is to have light steel roof beams with flat metal decking roof. The total area is 540 sq. meters. Cost is estimated at £28,000.

U.S. firms certified for NATO International Competitive Bidding may obtain a copy of the general information sheets from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

U.S. firms invited to bid on any or all of the items called for in Iraqi tender

The Directorate of Contracts & Purchases for the Ministry of Defense in Baghdad invites interested companies for bids on all or any of the following items listed in Tender No. DMW/45/1965. Bid deadline is Aug. 17.

The supplies needed are: Paint, 3,700 gals.; white spirit, 100 gals.; distemper, 10,000 pkts.; snowsem, 340 bbls.; 3 sizes angle irons, 250 tons; seed oil, 500 kilos (1,100 lb.); 3 mm thick glass, 10,000 sq. ft.; cement, 5,000 tons; 3 sizes corrugated hooks, with nuts and washers, 15,000; nails (sizes 2, 3, 4 and 5 inches), 10,000 kegs; 4 x 8 and 3½ x 7 ft. masonite, 2,000 boards; 750 fine insect wire of 3, 4 and 5 ft. widths in 50 ft. lengths; 5 sizes, 20 ft. lengths of Swedish white wood, 2,500 cu. ft.; 1,000 pcs. in 20 ft. lengths 4″ and 5″ dia. white pine wood and 24 gage corrugated galvanized sheets of 3′ width and 6, 7, 8′, and 9′ lengths, 600 tons total.

One copy of the tender documents and "General Conditions" is available for review in Rm. 4014, Building Materials & Construction Industries Division, BDSA (6460), Department of Commerce, Washington, D.C. Telephone: 202-967-3601. Documents may also be obtained free from the Military Attache, Iraqi Embassy in Washington, D.C.

In submitting bids, a copy of the "General Conditions" must be attached to the offer.

Ecuador announces list of tender specifications for X-ray equipment and tubes

Ecuador has announced a list of the terms and specifications of X-ray equipment, tubes and accessories for installation in social security hospitals at Quito, Guayaquil, Riobamba, and Cuenca, in a future call for an invitation to bid.

Specific information as to when the bids will be called and what conditions will be imposed may be obtained directly from: Dr. Carlos Andrade Marin, Presidente, Instituto Nacional de Prevision Social, Calle Estrada y Avenida Tarqui, Quito, Ecuador. Correspondence is preferred in Spanish.

Tender specifications, in Spanish, are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

U.S. bidders must prequalify for Italy's two NATO projects

The Italian Ministry of Foreign Affairs has announced two NATO International Competitive Bidding (ICB) projects.

Project 220, "Grosseto Airbase," calls for the construction of an ammunition depot at an expected cost of about 130 million lire (625 lire = $1).

Project 221, "NATO POL System in Italy," requires ground rehabilitation works along the La Spezia-Montichiari pipeline crossing areas affected by landslips. Estimated cost of the project is 110 million lire.

Requests for bidding invitations must be received by the Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Studi, Sezione Ia, Rome by Aug. 10.

U.S. firms must include a completed prequalification questionnaire in the Italian language on a specially designated form.

The Italian Government's specially designated form and the project announcements, as well as information about NATO-ICB, may be obtained by writing or calling the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Bids invited by Sudan to supply steel bridge

The Sudan Railways Stores invites bids to supply one steel bridge with a 20-ft. span, complete with bearing plates and bolts, also drilled to take bolts fixing sleepers to the steel bridge. Bridge is to be of ordinary steel to meet British Standard Specifications.

Bid prices are to be quoted both f.o.b. and c.i.f. Port Sudan bases and the tenders must be valid for two months.

The Contract No. is 3243 and 12 noon, Aug. 3, is the deadline to submit bids, accompanied by a 2% deposit, to the Office of the Controller of Stores, Atbara. In the cases of firms with offices established abroad, their tenders and deposit are to be sent to Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, S.W.I.

Details, specifications and related drawings are obtainable for U.S. $1.26 per drawings from the Controller of Stores at Atbara. One set of drawings is available for review only, not for loan, in the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C.

Milk and cheese processing equipment sought by Greece

The Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens 125, has announced tender No. 1893 for milk processing, refrigeration, and air conditioning equipment, as well as cheese processing equipment for a plant to be built on Chios Island. The tender calls for the supply and installation and start-up of the equipment.

Bid deadline is Aug. 19.

Specifications are available from the Agricultural Bank of Greece, or on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Power plant specifications and bid deadline changed

SEGBA, Servicios Electricos del Gran Buenos Aires, Argentina, has extended the bid deadline from June 30 to Aug. 30 for tender No. 2779 which calls for the installation of a 200 to 250 megawatt electric power generating plant (INTERNATIONAL COMMERCE, Feb. 15, p. 35, under SIC No. 351). Some changes have been made in the specifications.

A copy of the specifications is available to firms located in the U.S. from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Four more sections of Japan's expressway open to international bidding

Japan's Highway Public Corp. has issued four more announcements for international bidding on constructing additional sections, lettered "L, M, N and O", of the Tokyo-Nagoya Expressway. (INTERNATIONAL COMMERCE, July 12, p. 21).

Aug. 13 before 5 p.m. is the deadline for one or all four project bids to be submitted to the Contract Section, Procurement & Right of Way Dept., Head Office of Kodan, 1-13, 1-chome, Shimbashi, Mincito-ku, Tokyo. Telephone: Tokyo (503) 0111.

Copies of each announcement L, M, N and O are available on a loan basis to interested firms in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Iraq wants bids on steel, babbit metal and lumber

The Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, is requesting bids on small quantities of carbon bars and sheets. Also included in the tender are 1,000 lb. of white babbit metal and 3 tons of timber boards, size 4″ x 8¾″ x 41′-11″, types Group II and III. The Tender No. is DME/9/65. Bid deadline is Aug. 10.

Tender documents may be obtained, free of charge, from the Military Attache, Iraqi Embassy, Washington, D.C.

A single copy of the documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

Pumps and equipment wanted for three stations in Iraq

The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, has issued tender No. DJ-11 for various pumps and equipment for three pumping stations in Iraq.

Bid deadline is Aug. 22.

Offers for the pumps will be accepted by Sir M. MacDonald & Partners, Lion House, Red Lion St., London W.C.1., England, the consulting engineers. Interested firms should contact the consulting engineers. It is expected that an Iraqi contracting firm will be awarded the entire job, however, manufacturers interested in the pump equipment may wish to consult the specifications.

Copies of the specifications are available from the Directorate General of Irrigation at the above address for $70, plus $14 to cover air mail charges, or they may be reviewed at the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Ceylon extends bid deadline

The Department of Electrical Undertakings for the Ceylon Government has extended the deadline from June 30 to July 30 for bids on construction of the tunnel and surge shaft under the Maskeliya Oya Hydro-electric Project at Polpitiya. (INTERNATIONAL COMMERCE, June 28, p. 70).

Bids sought by Ecuador for step-up substation and distribution network

The Instituto Ecuatoriano de Electrificacion is requesting bids for the supply of materials and erection of a 75 kva step-up substation and a 13.8/8 distribution network for the city of Duran.

Bids must be submitted no later than Aug. 16 to the Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Castilla 2986), Quito, Ecuador. Correspondence is preferred in Spanish.

The acquisition of materials will be financed through the Exim bank.

Specifications are available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Vegetable processing equipment for six Greek plants required

The Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens, has issued tender No. 1890 for the supply of six plants for processing tomatoes and various vegetables. The tender calls for the supply and installation of the equipment for the buildings which are currently being built in various parts of Greece.

Bid deadline is Sept. 30.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-5589.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lounsac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 South St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

KUWAIT—Maize, 300 tons per month. Kuwait Animal Feed Factory Ltd. (manufacturer, importer, retailer, exporter), P.O. Box 1179, Kuwait. WTD 7/1/65.

013 Livestock farms

★★ IRAQ—Trade Mission

Beef cows, 10 head, 1 bull for foundation herd. Mohammad Yahya Al-Katib (dairy farm), P.O. Box 29, Mosul. WTD in preparation. TM 121.

201 Meat products

BELGIUM—Frozen beef products. Meat offals. Weddel & Cie N.V. (importer, wholesaler), 1 Rubensstraat, Antwerp. WTD 7/2/65.

FRANCE—Frozen beef and pork meat; offals. Requests replies in French. Weddel & Cie (importer, dealer), 33 Rue du Louvre, Paris 2e. WTD 6/25/65.

ITALY—Frozen vacuum packed chickens, turkeys, rabbits; boned turkey and chicken parts. Abele Cavezzali (wholesaler, importer), Riviera di Chiaia 44, Naples. WTD 7/9/65.

203 Canning, preserving foods

AUSTRALIA—Specialty foodstuffs such as jams, cookies, canned foods, confections, chocolate, health foods, diabetic foods, cheeses. Direct purchase and agency. Robert Raynor Pty. Ltd. (importer, wholesaler, manufacturers' representative), 344-354 City Rd., South Melbourne, Victoria. WTD 6/25/65.

FRANCE—Pulse. Direct purchase and agency. Pierre Gauthier (importer, dealer), 177 Rue du Faubourg Poissonniere, Paris (9e). WTD 7/2/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

HONDURAS—Canned and packaged vegetables, meats, fruits, cereals, macaroni products. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

HONG KONG—Groceries and provisions. Prices to be quoted c&f Hong Kong, with information on packing and unit quantity per case. W. R. Loxley & Co., Ltd. (manufacturers' selling agent), Eleventh Floor, Jardine House (P.O. Box 84), Hong Kong. Cable Address: LOXLEY, Hong Kong. WTD 10/23/64.

204 Grain mill products

TRINIDAD—Yellow, fine ground cornmeal, for human consumption; in sacks of 98 lb. Direct purchase and agency. De Montbrun & Co. Ltd. (importer, exporter, general commission agents), 6 Charlotte St., Port of Spain. WTD 3/16/65.

209 Food preparations

HONG KONG—Soya bean meal, protein contents 44 or 50%. Thai-Union Trading Co., Ltd. (importer, exporter), 901 Tak Shing House, Hong Kong. Cable Address: THAI-UNION, Hong Kong. WTD 12/30/64.

220 Textile mill products

AUSTRALIA—Manufacturer of babies' and toddlers' underwear, outerwear and accessories (except knitted goods) interested in buying fabrics for use in manufacture of products. Snappy Panties Pty. Ltd., 802-804 Glenhuntly Rd., Caulfield, Victoria. WTD 3/19/65.

Cotton, nylon, rayon piece goods. Direct purchase and agency. Harry E. Hodges Textiles Pty. Ltd. (importer, manufacturers' representative), 317 Flinders Lane, Melbourne, Victoria. WTD 6/25/65.

MALAWI—Textiles, including cottons, suitings, twills, cords. Direct purchase and commission agency. Crescent Clothing Industries (Pvt.) Ltd. (manufacturer, distributor), P.O. Box 644, Blantyre. WTD in preparation.

SOUTH AFRICA—Textile piece goods; soft furnishings. Direct purchase and agency. H. Boyer, (Pty) Ltd. (importer, wholesaler), P.O. Box 5057, Johannesburg. WTD 6/23/65.

THAILAND—Low-priced cotton printed shirtings, widths 28″, 32″ and 36″. Low-priced cotton white shirtings, widths 36″ and 50″. Good quality synthetic piece goods; rayon piece goods. Khon Ken Store (importer, wholesaler), 163 Sampeng St., Bangkok. WTD in preparation.

221 Broad woven fabric mills, cotton

BELGIUM—Cotton fabrics, especially denim cotton for blue jeans. Ets. J. Salik S.A. (importer, exporter, manufacturer), 91-93 Rue de France, Brussels 7. WTD 2/28/64.

HONDURAS—Broad woven cotton for women's dresses, printed and solid colors. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

THAILAND—Blue jean fabric material, standard measurement, for manufacture of slacks and working clothes. Y. J. Tong Trading Ltd. Partnership (importer, commission merchant), 1671/38 New Road, Bangkok. WTD 5/3/65.

222 Broad woven fabrics, manmade fiber, silk

HONDURAS—Broad woven rayon, Dacron, silk for women's dresses; printed and solid colors, embroidered and brocaded. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

PAKISTAN—Fibre glass: chopped strand mat, woven cloth, surfacing tissue. K. B. Corp. (manufacturer), 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

223 Broad woven fabrics, wool

HONDURAS—Broad woven wool fabrics for women's dresses. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

224 Narrow fabrics, other smallwares mills

HONG KONG—Narrow acetate tricot fabrics. Aurora's International Trading Corp. (importer, exporter), Second Floor, 23 Wyndham St., (P.O. Box 129), Hong Kong. Cable Address: AUROWORLD, Hong Kong. WTD 6/29/65.

PAKISTAN—Delivery hose, ¾″ & 1″, 10′ lengths, 3 ply, 125 lb. p.s.i. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

225 Knitting mills, products

HONG KONG—Men's underwear; ladies' lingerie; medium priced. W. R. Loxley & Co., Ltd. (manufacturers' selling agents), Eleventh Floor, Jardine House (P.O. Box 84), Hong Kong. Cable Address: LOXLEY, Hong Kong. WTD 10/23/64.

228 Yarn, thread mills, products

AUSTRALIA—Yarn of deniers suitable for use with 28 and 32 gauge warp loom knitting machines. Melba Distributors Pty. Ltd. (manufacturer, exporter), 679 High St., Preston, Victoria. WTD 4/9/65.

232 Men's, youths', boys' furnishings

THAILAND—Blue jean work slacks for boys and men. Y. J. Tong Trading Ltd. Partnership (importer, commission merchant), 1671/38 New Road, Bangkok. WTD 5/3/65.

249 Wood products

FRANCE—Wooden ashtrays and other wood giftware for advertising purposes. Requests replies in French. Slog-Publicite (advertising agency), 20 Rue de Leningrad, Paris (8e).

PAKISTAN—Cork sheet, ⅛″ and 1/16″, impregnated, clothed, not clothed. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

252 Office furniture

AUSTRALIA—Metal office furniture: desks, chairs, filing cabinets. Wooden office furniture, padded, better than average quality. Decimal, Inc. Pty. Ltd. (retailer), C/-Credit Bureau of Queensland, 89 Albany Road, Aspley, Brisbane, Queensland. WTD 7/6/65.

259 Furniture, fixtures

GERMANY—Curtain rails, curtain rail sets and accessories of metal, wood, plastics, for interior decoration. Requests quotations cif European ports. Julius Schmidt, Riloga-Werk (manufacturer), 40 Haddenbacher Strasse, 563 Remscheid. WTD 7/6/65.

262 Paper mills, products

FRANCE—Coated printing paper; paper without wood pulp content, for offset printing. Direct purchase and agency. Papeteries Libert (importer, wholesaler), 9 Rue de la Chapelle, Paris 18e. WTD 6/18/65.

★★ THAILAND—Trade Mission

Cigarette papers, filter, corks. Direct purchase and agency. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Phaholyothin Rd., Bangkok. WTD 6/18/65. TM 34.

263 Paperboard mills

FRANCE—All kinds of paperboard. Direct purchase and agency. Societe Patex (dealer, sales agent), 8 Rue de Berri, Paris 8e. WTD 3/17/64.

264 Converted paper, paperboard products

FRANCE—Notebooks and memorandum pads, plastic-bound or leather-bound; all kinds of fancy paper or paperboard products; to be used as gifts for advertising purposes. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

Converted paperboard stock: laminated, lined, surface coated. Direct purchase and agency. Societe Patex (dealer, sales agent), 8 Rue de Berri, Paris 8e. WTD 3/17/64.

Cards; cardboard. Direct purchase and agency. Papeteries Libert (importer, wholesaler), 9 Rue de la Chapelle, Paris 18e. WTD 6/18/65.

GERMANY—Hot-weldable transparent foil and polyethylene bags; composite sheets for packaging; polyamides for packaging; polyethylene and thermoplastic foils for packaging food products, chemical products, pharmaceuticals. Requests quotations cif European ports, replies in German. Direct purchase and agency. Horst Schweisfurth, Industrie Erzeugnisse (wholesaler, manufacturers' agent), 38 Melies-Allee, 4 Duesseldorf-Benrath. WTD 7/7/65.

SOUTH AFRICA—Stationery, all types. Direct purchase and agency. Van Schaik's Bookstore (Pty) Ltd. (retailer, wholesaler, publisher), P.O. Box 724, Pretoria. WTD 6/23/65.

273 Books

AUSTRALIA—Jewish books; Jewish religious articles. M. & L. Balberyszski (importer, retailer), 108 Rathdown St., Carlton, N.3, Victoria. WTD 5/7/65.

FRANCE—Rare books dealing with archaeology or the history of art. Fernand de Nobele (publisher, dealer), 35 Rue Bonaparte, Paris 6e. WTD 6/24/65.

SOUTH AFRICA—Books: trade, adult, juvenile, technical. Direct purchase and agency.

Van Schaik's Bookstore (Pty) Ltd. (retailer, wholesaler, publisher), P.O. Box 724, Pretoria. WTD 6/23/65.

275 Commercial printing

BELGIUM—Picture postcards, movie star photos, TV star photos. S. Best (importer, exporter, wholesaler), 80 Rotterdamstraat, Antwerp. WTD 7/2/65.

278 Bookbinding industries

● **EL SALVADOR**—40,000 ordinary passport booklets. Tender 79 (65), bid deadline Aug. 9. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-4115).

281 Industrial chemicals

HONDURAS—Hard caustic soda, 99% pure —5,000 lb. per month. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

★★ IRAQ—Trade Mission

Caustic soda. Mosul Bottling & Canning Co. (P.S.) (bottling plant), Mosul. WTD in preparation. TM 116.

PAKISTAN—Biochemicals; organic chemicals. Scientific Corp. (importer, distributor), 3 Pak Chambers, Nila Gumbad, Lahore, West. WTD 6/25/65.

SOUTH AFRICA—Chemicals for use in textile industry. Textile Chemicals (Pty) Ltd. (importer, exporter, manufacturer), P.O. Box 789, Johannesburg. WTD 6/23/65.

★★ THAILAND—Trade Mission

Petrolatum for cosmetic manufacture. New Sang Thong Trading Ltd., Partnership (importer), 109-111 Jawaraj Rd., Bangkok. WTD 6/18/65. TM 30.

282 Synthetic materials

PAKISTAN—Bakelite sheet, 1/32", 1/8". New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

TAIWAN—Virgin polyethylene substandard pellets. Direct purchase and agency. Levant Enterprises Inc. (importer, exporter), P.O. Box 913, Taipei. WTD 7/8/65.

283 Drugs

FRANCE—Newest lines of pharmaceutical products, not available on the French market, to be shipped by bulk. Direct purchase and agency. Etach—Laboratoires Chatelain (manufacturer), 7 & 9 Rue Julien Galle, Colombes (Seine). WTD 4/9/64.

HONG KONG—Drugs, pharmaceuticals. Prices to be quoted c&f Hong Kong. Samples and medical literature requested. W. R. Loxley & Co., Ltd. (manufacturers' selling agent), Eleventh Floor, Jardine House (P.O. Box 84), Hong Kong. Cable Address: LOXLEY, Hong Kong. WTD 10/23/64.

PAKISTAN—Culture media ingredients, diagnostic reagents, bacterial antisera and antigens. Human blood products. Scientific Corp. (importer, distributor), 3 Pak Chambers, Nila Gumbad, Lahore, West. WTD 6/25/65.

Pharmaceutical preparations; patent medicines. Direct purchase and agency. Requests quotations c&f Karachi. Tresta Pharmaceutical Agencies (importer, manufacturers' agent), 193 Central Commercial Area, P.E.C.H.S., Karachi. WTD 4/1/65.

SOUTH AFRICA—Medicinals, inorganic and organic. Pharmaceutical preparations. Direct purchase and agency. Pentagon Pharmaceutical Corp. (Pty) Ltd. (importer, manufacturer, sales agent), P.O. Box 3157, Johannesburg. WTD 6/15/65.

TAIWAN—Pharmaceuticals; fine chemicals. Direct purchase and agency. Levant Enterprises Inc. (importer, exporter), 57 Hankow Street Section 1, Taipei. WTD 7/8/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWITZERLAND—Toilet preparations, cosmetics, perfumes, beauty products. Direct purchase and agency. Requests replies in French. Magdeleine Benois (importer, distributor), Rue de Bourg 27, Case postale 644, 1001 Lausanne. WTD in preparation.

TURKEY—Glycerin. Kemofar Kol. Sti. (importer), H. Alhadef ve Ortaklari, Karakoy, Kurekciler Cad., Evranos Han 55/5, P.O.B. 765 Karakoy, Istanbul. WTD 6/30/65.

287 Agricultural chemicals

UAR—Supply of insecticides, including: Malathion water, dispersible powders 50%, 4 m.t.; emulsifying agent suitable for addition to liquid concentrates containing 20% DDT or 15% Lindane and above, 3 m.t.; technical copper sulphate crystals, 3300 m.t.; pyrethrum extract, 470 kg; gamma-isomer benzene hexachloride (Lindane), 10 m.t.; 50% gamma-isomer benzene hexachloride water dispersible powder concentrates, 6 m.t.; malathion emulsion concentrates 50%, 1½ m.t.; Diazinon water, dispersible powder concentrates 40%, 200 kg. Technical specifications available on loan from Trade Opportunities Staff, BDSA 6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. The Egyptian General Organization for Drugs, 6 Shawarby St., Cairo.

291 Petroleum refining

HONDURAS—Refined paraffin made from petroleum—40,000 lb. per month. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

306 Fabricated rubber products

HONG KONG—Industrial belt conveyors. Ngai Shing Machinery Co. (importer, exporter), 925 Canton Rd., Kowloon, Hong Kong. Cable Address: MGAIZIMC, Hong Kong. WTD 6/28/65.

307 Plastic products

FRANCE—Small plastic giftware for advertising purposes. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

311 Leather tanning, finishing

HONDURAS—Upper and sole shoe leather and linings. Requests replies in Spanish. Corporaciones Unidas "Bonilla-Mazier" (manufacturers' representative), Aptdo. Postal No. 754, Tegucigalpa. WTD 6/30/65.

317 Handbags, personal leather goods

CANADA—Small leather goods: billfolds, dressing cases, key cases, wallets; to be sold as gift articles. Direct purchase and agency. Mr. V. B. Gale, Vice President & General Manager, E. & A. Gunther Co. Ltd. (manufacturer, importer, wholesaler), 298 Murray St., Brantford, Ontario. WTD 6/28/65.

FRANCE—Wallets, billfolds, key cases, cigarette cases, to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

319 Leather goods

AUSTRALIA—Leather desk sets for use in offices. Decimal, Inc. Pty. Ltd. (retailer), C/-Credit Bureau of Queensland, 89 Albany Rd., Aspley, Brisbane, Queensland. WTD 7/6/65.

FRANCE—Desk sets and related desk articles; leather or composition book covers; to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

322 Glass, glassware

★★ IRAQ—Trade Mission

Bottles for orange soft drink. Mosul Bottling & Canning Co. (P.S.) (bottling plant), Mosul. WTD in preparation. TM 115.

326 Pottery, related products

FRANCE—Inexpensive pottery giftware for advertising purposes. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

★★ THAILAND—Trade Mission

Wide variety of consumer goods in pottery, vitreous china, earthenware. Burapar Arcbeep Ltd. (importer, exporter), 18 Srithamathiraj Rd., Bangkok. WTD 6/18/65. TM 67.

328 Cut stone products

AUSTRALIA—Onyx desk set bases for use in offices. Decimal, Inc. Pty. Ltd. (retailer), C/-Credit Bureau of Queensland, 89 Albany Rd., Aspley, Brisbane, Queensland. WTD 7/6/65.

331 Steel mill products

● **CEYLON**—Galv. plain sheets: 8,000 pc. 8′ x 36″ x 24 BG and 7,000 pc. 8′ x 48″ x 24 BG. Tender for Supply of G.S. Plain Sheets, bid deadline Sept. 28. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. A single copy of the tender documents may be examined in the Iron & Steel Division, BDSA, Rm. 4222, Department of Commerce, Washington, D.C. Copies of tender schedule can be obtained on written application from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

FINLAND—Steel-aluminum for manufacture of cables to conduct electricity. Requests brochures, prices, terms. Direct purchase or agency. Tuottajain Kone Oy (importer, wholesaler, agent), Kaisaniemenkatu 10, Helsinki. WTD 7/2/65.

● **IRAN**—Seamless pipe, 21 mm. to 210 mm. O.D., 2 mm. to 5 mm. thk. Tender for Seamless Steel Pipe, bid deadline Aug. 8. Iranian Sugar Factories, Tehran.★ Specifications in French. (Telephone: 202-WO 7-2363).

PAKISTAN—Pig iron, foundry grade. M.S. polished rods, 1/4"-1 1/8". M.S. hex bars, 1/2", 3/4", 1". M.S. sheets, polished, 8′ x 4′, gauges

10-22. Carbon steel rods, 3/16", 1/2", 13/16", 3/4". Stainless steel sheets, 8' x 3', 12 gauge, unpolished, hard, for use in manufacturing surgical instruments and cutlery; 20 and 22 gauge, polished; 20 and 22 gauge, polished in designs. Carbon steel square bars, 7/16", standard lengths. Bolts, B.S.F.: 3/4" long, 1/4" dia., 20 thread; 1/2" long, 1/4" dia., 20 thread; 3/4" long, 3/8" dia., 16 thread. Bolts, B.S.W.: 3" long x 2 1/2" dia., 1 1/2" x 2 1/2", 1 1/4" x 5/8", 1" x 5/16", 2" x 5/16", 3/4" x 5/16", all 18 thread. Bolts, 3/4" long x 3/8" dia., 16 thread, B.S.W. Nuts: 3/8", 16 and 24 thread; 5/16", 18 thread; 1/4", 20 thread. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

Galvanized iron sheets: plain, 16-30 gauge; corrugated, gauges 24, 26, 28. Mild steel black sheets, 14-30 gauge, prime and first quality: hot rolled; cold rolled; CRCA; CRCA pickled and oiled. Direct purchase and agency. Mechanica Ltd. (importer, agent), 408 Qamar House, Bunder Rd., Karachi 2. WTD 1/26/65.

Pipes, cast iron. Direct purchase and agency. Requests quotations c&f Karachi. Saifee Moazzam Associates Ltd. (importer, agent), Saifee Development Chambers, Denso Hall, Bunder Rd., Karachi 1. WTD 4/1/65.

Mild steel sheets; galvanized iron sheets; mild steel angles and rounds. Requests quotations c&f Karachi. Direct purchase and agency. General Tractors & Machinery Co. Ltd. (importer, agent), P.O. Box 7190, Osman Chambers, Karachi. WTD 10/26/64.

TAIWAN—Steel scrap; direct purchase and agency. Levant Enterprises Inc. (importer, exporter), P.O. Box 913, Taipei. WTD 7/8/65.

★★ THAILAND—Trade Mission

Light weight structural steel, profiles for 6 to 10 story buildings. Direct purchase or agency. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Paholyotin Rd., Bangkok. WTD 6/18/65. TM 34A.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—10,460 kgms. multicore solder wire as per specification B2717; 18 SWG-60/40 grade. Tender No. 10956/SPC, bid deadline 10:00 a.m., August 23. Indian Telephone Industries, Ltd., Dooravani Nagar, Bangalore. Tender documents available free of charge from India Supply Mission (Ref. No. D/ENQ/1786), 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

PAKISTAN—Aluminum ingot: chemical composition—Cu 0.1% max, Si 3.5-6% Mn 0.5% max, Zn 0/1% max, Sn 0.05% max, Mg 0.3-0.8%, Fe 0.6% max, Ni 0.1% max, Pb 0.1% max, Ti 0.2%, AI and impurities. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

Copper, refined. Lead, refined, unalloyed. Direct purchase and agency. Requests quotations c&f Karachi. Saifee Moazzam Associates Ltd. (importer, agent), Saifee Development Chambers, Denso Hall, Bunder Rd., Karachi 1. WTD 4/1/65.

Copper sheets and plates; copper rods in rounds and squares; copper ingots. Lead plates, sheets, ingots. Direct purchase and agency. Requests quotations c&f Karachi. Mechanica Ltd. (importer, agent), 408 Qamar House, Bunder Rd., Karachi 2. WTD 1/26/65.

334 Secondary smelting, refining of nonferrous metals, alloys

PAKISTAN—Brass ingots, 70/30 alloy; brass sheets, 30 gauge, standard size, preferably 2' x 2'; brass hex bar, standard length, sizes 1/2", 3/4", 5/8", and 1", 65/35 alloys; brass round bars, standard lengths, sizes 1", 7/8", 5/8", 1 1/4", 1 1/8", 1 1/2" and 1 3/4", 65/35 alloys. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Copper pipes, 1/4", 1/2", and 3/8" dias., for use in refrigerators; copper sheets, 30 gauge, standard size, preferably 2' x 2'; brass pipes, standard lengths, hard quality, 1" dia.; brass wire gauze, 100, 125, 150, and 200 mesh, brass color and nickled, soft and hard. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

Aluminum foils, plain and printed. Direct purchase and agency. Requests quotations c&f Karachi. Swift Traders (importer, manufacturer), 69 Wazir Mansion, Nicol Rd., Karachi. WTD 3/1/65.

PANAMA—Electric transmission wire. Melo & Cia., S.A. (importer, distributor), P.O. Box 333, Panama, R.P. WTD 1/18/65.

★★ THAILAND—Trade Mission

Electrical wire, especially aluminum; telecommunication wire and cable, especially alpeth, stalpeth, aerial cable. Desires to be commission agent, manufacturers' representative or indenter. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Phaholyotin Rd., Bangkok. WTD 6/18/65. TM 34B.

342 Cutlery, hand tools, general hardware

FINLAND—Tools and equipment for electric transmission line use. Requests brochures, prices, terms. Direct purchase or agency. Tuottajain Kone Oy (importer, wholesaler, agent), Kaisaniemenkatu 10, Helsinki. WTD 7/2/65.

FRANCE—Pocket knives, to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

PAKISTAN—Drip type couplings to fit hose size 3/4" and 1", 3 ply, 125 lb. p.s.i. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

343 Heating apparatus, plumbing fixtures

PANAMA—Gas stoves, parts. Direct purchase, exclusive representation in Panama. J. J. Rodriguez & Cia., S.A. (importer, distributor), P.O. Box 6617, Panama, R. P. WTD 7/30/64.

344 Fabricated structural metal products

GERMANY—Equipment and apparatus of all kinds for the production, storage, and handling of liquid gases; direct purchase and/or agency. Requests quotations cif Hamburg or Bremen. H. Erben GmbH. (importer, distributor), 111 Schorlemerstrasse, 4 Duesseldorf-Oberkassel. WTD 6/28/65.

★★ THAILAND—Trade Mission

Prefabricated bridges and buildings. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Paholyotin Rd., Bangkok. WTD 6/18/65. TM 34C.

345 Screw machine products

PAKISTAN—Screws, various sizes. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

346 Metal stampings

★★ IRAQ—Trade Mission

Crown corks for soft drink bottling. Mosul Bottling & Canning Co. (P.S.) (bottling plant), Mosul. WTD in preparation. TM 114.

349 Fabricated metal products

AUSTRALIA—Automotive components such as transmission and suspension equipment for heavy vehicles. Direct purchase and agency. W. H. Hancock Motors Ltd. (importer, agent), 191 Riversdale Rd., Camberwell, Victoria. WTD 5/7/65.

352 Farm machinery

★★ IRAQ—Trade Mission

Sugar beet harvesters. Al-Obaidi & al-Sulaiman Co. (W.L.L.) (importer, wholesaler), Mosul. WTD in preparation. TM 103.

● **PAKISTAN**—Three wheel type diesel tractors for canefield operation, about 65 to 70 h.p. with heavy duty 2 three-point linkage and two wheel type diesel tractors for canefield operations, about 90 to 95 b.h.p. with heavy duty 2 three-point linkage and swing drawbar, plus spare parts for both covering 10% of the price (excluding tires). Tender No. PD-I/1005/3402, bid deadline Aug. 23. The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca.★ (Telephone: 202-WO 7-4319).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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353 Construction, mining, materials handling machinery

AUSTRALIA—Concrete mixing and finishing machinery, materials handling equipment, other construction machinery. Direct purchase and agency. L. F. Masters & Co. Pty. Ltd. (manufacturer, distributor), 192 Nepean Highway, Gardenvale, Victoria. WTD 6/25/65.

BELGIUM—Parts for conveyors, bucket elevators, screw conveyors. Motogroup, P.V.B.A. (manufacturer, wholesaler), Pathoekweg 62.

● **INDIA**—550 part Nos. 15958-6, 15958-11; 15957-19 double tubes 'AX,' 'BX,' 'X,' 'NX' size core barrels 5' long rigid type. Tender No. 949/BPO/PR/D-192/52899, bid deadline Aug. 23. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Tender documents available free of charge from India Supply Mission (Ref. D/ENQ/1794), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 2150 'AW' and 'NW' drills, rod and pin couplings, Tender No. 949/BPO/D-195/52902, bid deadline Aug. 25; 500 'AX' and 'BX' size bevel walled diamond set coring bits with L hard matrix, Tender No. 949/BPO/PR/D-189/52873, bid deadline Aug. 23; 15,000 Nos. 4 point jack hammerbits center hole for 7/8" hexagonel drill steel, Tender No. 950/BPO/PR/D-193/52900/Global, bid deadline Sept. 13. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Tender documents available free

of charge from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Refer to D/ENQ/1795, D/ENQ/1796, D/ENQ/1798, respectively.

● 300 'NX' size bevel walled diamond set coring bits with 'L' hard matrix. Tender No. BPO/950/PR/D-191/52883/Global, bid deadline Aug. 23. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Documents available free of charge from India Supply Mission (Ref. D/ENQ/1792), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 850 Nos. 'NX,' 'BX,' 'AX' double tube reamer shells balanced ring type with 4 hard matrix equipment. Tender No. BPO/950/PR/D-191/52898, bid deadline Aug. 25. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Documents available free of charge from India Supply Mission, (Ref. D/ENQ/1793), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAQ**—Two heavy duty front fork lift trucks, capacity 7 tons. Tender No. 111/65, bid deadline Aug. 19. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

★★ IRAQ—Trade Mission

Deep well drilling rigs. Al-Obaidi & al-Sulaiman Co. (W.L.L.) (importer, exporter), Mosul. WTD in preparation. TM 102.

PAKISTAN—Mobile cranes, draglines, shovels. Concrete pavers, road rollers, allied equipment for construction of roads. Direct purchase and agency. Blackwood Hodge (Pakistan) Ltd. (importer, agent), 1 West Wharf, Karachi. WTD in preparation.

Water, oil, gas deep-hole drilling machines. Direct purchase and agency. Requests quotations c&f Karachi. Blackwood Hodge (Pakistan) Ltd. (importer, agent), 1 West Wharf, Karachi. WTD in preparation.

Construction and excavating machinery: tractor shovel loaders. Direct purchase and agency. Requests quotations c&f Karachi. Hameed Naseer & Co. (importer, agent), Pak Chambers, 7 West Wharf, Karachi. WTD 6/15/65.

● One vibratory roller, self-propelled, approx. weight 3,000 lb. plus 15% spare parts; 10 vibratory compactors, towed type on pneumatic tires, air cooled gasoline engines. Tender No. PD-I/987/3377, bid deadline Aug. 9. The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca.★ (Telephone: 202-WO 7-5566).

★★ THAILAND—Trade Mission

Passenger elevators. Various types of road construction machinery, such as earth moving equipment, etc. Desires to be commission agent, manufacturers' representative or indenter. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Paholyotin Rd., Bangkok. WTD 6/18/65. TM 34D.

● **TURKEY**—10 mobile type cranes, 5 ton lift capacity. 360 degree slewing circle, diesel-electric, diesel mechanical or diesel hydraulic powered. Tender No. 965/350, bid deadline Aug. 9 Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi. Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).★ (Telephone: 202-WO 7-5566).

354 Metalworking equipment

● **BURMA**—Milling cutters, large quantity of various types and dimensions; cylindrical grinding machine, 8″ dia by 18″ long; gas welding outfit; gear cutters, assorted sizes for use in universal milling machine. Tender No. 4291-312/Ka(Pa Sa) 14-Q, bid deadline—open. Director, Directorate of Technical Education, 123 Natmauk Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—Pipe and nipple threading machine, single spindle automatic, capacity 1″ to 6″ pipes. Tender No. 947/BPO/P-151/PR/55567, bid deadline Aug. 4. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur. Specifications available free from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1790.

NETHERLANDS—Pneumatic hand tools for all purposes, such as sanders, saws, drills, screwdrivers (with and without automatic screw-supply), machines for wire brushes. Direct purchase and/or agency. Descriptive literature and price lists requested. Exclusive agency for The Netherlands desired. W. van Konijnenburg N.V. (importer, sales agent), 48 Prins Hendrikkade, Amsterdam. WTD 3/8/65.

355 Special industry machinery

BELGIUM—Automatic thermic controls and measuring instruments, and special machinery using them, such as driers, humidifiers, and feed controls for chemical, textile, ship building and nuclear industries; importer, exporter, manufacturer, interested in direct purchase for Belgium, Luxembourg and the Congo. Temco S.A., 105 Avenue Toison d'Or, Brussels. WTD in preparation.

BRAZIL—Used or reconditioned automatic machines for measuring, filling, and sealing ¼-gallon cans containing lubricating oils and 1-kilo cans containing grease. Companhia Hudson Distribuidora do Brasil (processor, packer, manufacturer), Caixa Postal 11.654, Sao Paulo. WTD 4/29/65.

● **EL SALVADOR**—Two package tying machines for postal services. Tender No. 64-A (65), bid deadline Aug. 17. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Specifications in Spanish only.★ (Telephone: 202-WO 7-5589).

ENGLAND—Details required of latest high production machinery for manufacture of collapsible tubes (toothpaste, etc.). View to direct purchase within next few months. Mr. Butterworth, Firth Cleveland Ltd. (industrial holding and investment company), Stornoway House, Cleveland Row, St. James's, London, S.W.1. WTD 3/17/65.

GERMANY—Bag filling and closing machines for food manufacturers, chemical factories, pharmaceutical enterprises; vacuum packing machines (skinpack packing machines); automatic packaging machines; wrapping machines for ring-shaped and bar shaped materials. Requests quotations cif European ports, replies in German. Direct purchase and agency. Horst Schweisfurth, Industrie Erzeugnisse (wholesaler, manufacturers' agent), 38 Melies-Allee, 4 Duesseldorf-Benrath. WTD 7/7/65.

IRAQ—Seeks equipment, technical advice and components for manufacture of electric ceiling and table fans. A. R. Kaddouri & Sons (importer, wholesaler, agent, contractor), 515/17/1 Tunis St., Baghdad.

★★ IRAQ—Trade Mission

Sanding machine for 4′ x 8′ chip boards, 150 sq. meter per hr. capacity. Northern Wood Co., P.S. (manufacturer), Dawassa St., Mosul. WTD 6/29/65. TM 123.

Ginning machines, capable of ginning more than 1 ton per hr. Northern Ginning Co. (manufacturer), Mosul. WTD 6/29/65. TM 126.

PAKISTAN—Textile machinery; printing machinery; woodworking machinery. Parts and accessories for same. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 8/21/64.

★★ THAILAND—Trade Mission

Lumber pre-drying plant; chipboard factory; portable asphalt plant; twin screw harbour suction dredge. Desires to act as commission agent, manufacturers' representative or indenter. Central Engineering Co., Ltd. (importer, construction contractor), 1585 Paholyotin Rd., Bangkok. WTD 6/18/65. TM 34E.

TRINIDAD, W.I.—Electric smoking kiln for smoking Fish. Small canning equipment for canning fish. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Government of Trinidad & Tobago, St. Clair.

Machinery for splitting whole peas. J. N. Harriman & Co., Ltd. (commission agent, general merchant), 61 Independence Square, Port of Spain. WTD 6/9/65.

356 General industrial machinery

FINLAND—Packaging machines for gluing cartons. Requests full details, prices, brochures. Satatuote (manufacturer paper products), Rantakatu 1, Rauma. WTD 7/2/65.

● **INDIA**—100 air operated sump pumps, 400 liters per minute capacity. Tender No. BPO/949/Global/N-287/55560, bid deadline Aug. 9. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Copies of specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref. D/ENQ/1791).★ (Telephone: 202-WO 7-5589).

MEXICO—Industrial articles and equipment for steel industry. Direct purchase or agency. Empaques y Articulos Industriales, S.A. (manufacturer, importer), Avenida Universidad 2305 Norte, Aptdo. Postal 1975, Monterrey, N.L. WTD 7/1/65.

NETHERLANDS—Pneumatic stapling and nailing equipment for furniture, woodworking, packaging industries. Direct purchase and/or agency. Descriptive literature and price lists requested. Exclusive representation for The Netherlands desired. W. van Konijnenburg N.V. (importer, sales agent), 48 Prins Hendrikkade, Amsterdam. WTD 3/8/65.

PAKISTAN—Ball bearings, RLS 5, EE-4, 6205. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

★★ THAILAND—Trade Mission

Low speed machine to paste and fold small envelope-like packets for powders. Chom Klao Co., Ltd. (manufacturer), 71 Chakrawad Rd., Bangkok. WTD 6/18/65. TM 48.

357 Office, computing, accounting machines

● **IRAQ**—Supply of 150 Arabic big size 18″-20″ pt. 20 typewriters; and 30 Arabic small size 11″-12″ pt. 20 typewriters. Tender No. 19/65, bid deadline Sept. 26. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

AUSTRALIA—Ancillary equipment for room and central air conditioning units: items such as registers, grills, filters, blower wheels, fans, hardware. Direct purchase and agency. Dunn Air Conditioning Pty. Ltd. (importer, manufacturer, wholesaler), 291 Moray St., South Melbourne, Victoria. WTD 5/7/65.

Cleaning equipment for industrial uses, including industrial-type vacuum cleaners; machinery for shampooing carpets, upholstery; machinery for cleaning walls, venetian blinds. Fortune (Overseas) Ltd., Daking House, Rawson Place, Sydney, N.S.W. WTD 3/24/65.

BRAZIL—Water purifying, softening, filtering equipment; cleansing equipment for swimming pools. Constructor and wholesaler desires to purchase for own use and resale. Requests catalogs, literature. Acquazul Engenharia S.A., Avenida Almirante Barroso 90, 11° andar, grupo 1103/1105, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 7/1/65.

GERMANY—Vending machines for beverages and food products. Requests quotations cif European ports, replies in German. Direct purchase and agency. Horst Schweisfurth, Industrie Erzeugnisse (wholesaler, manufacturers' agent), 38 Melies-Allee, 4 Duesseldorf-Benrath. WTD 7/7/65.

TRINIDAD, W.I.—Compressors, high or low temperatures, as spares for refrigeration units. Cold storage plants (quick assembly)—two rooms; one —20°F. deep freeze, one —0°F., for freezing and storing fish. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Gov't. of Trinidad & Tobago, St. Clair.

361 Electric transmission, distribution equipment

FINLAND—High voltage fittings, couplings, related equipment. Requests brochures, prices, terms. Direct purchase or agency. Tuottajain Kone Oy (importer, wholesaler, agent), Kaisaniemenkatu 10, Helsinki. WTD 7/2/65.

FRANCE—Electrical indicating and measuring instruments for laboratory use: voltmeters, ammeters, volt-ohm-meters. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue du Bois, Asnieres (Seine). WTD 6/22/64.

● **IRAQ**—Supply of miscellaneous electrical materials including fuses, switches, copper wire, lamps, transformers. Tender No. DMW/44/65, bid deadline Aug. 17. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4242).

PANAMA—Electrical distribution boxes, related equipment. Melo & Cia., S.A. (importer, distributor), P.O. Box 333, Panama, R.P. WTD 1/18/65.

● **PHILIPPINES**—Supply of one 25,000 kva power transformer, accessories, spares for 34.5-kv substation of Angat River Hydroelectric Project, Norzagaray, Bulacan. Tender No. Sp.-65DDe-47, bid deadline Aug. 19. Specifications available from: Mr. Jose O. Lahoz, General Manager, National Power Corp., 161 Bonifacio Drive, Port Area, Box 2123, Manila for $.77 per copy. Copy of specifications also available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **THAILAND**—Supply of 20,000 kilowatt hour meters, single phase two wire, 220 v. A.C., 50-cycle, 5-15 amperes; 2,500 kilowatt hour meters, single phase two wire, 220 v. A.C., 50 cycle, 15-45 amperes; 45,000 sets terminal adapters for use with above meters, for terminating two conductors. Tender No. MEA-PSD-010, bid deadline Aug. 10. The Metropolitan Electricity Authority, Chakraphet Rd., Bangkok.★ (Telephone: 202-WO 7-2939).

363 Household appliances

NETHERLANDS—Sewing machines for furniture and upholstery industries. Cif prices from $90 to $210. Direct purchase and/or agency. Descriptive literature and price lists requested. Exclusive representation for The Netherlands desired. W. van Konijnenburg N.V. (importer, sales agent), 48 Prins Hendrikkade, Amsterdam. WTD 3/8/65.

364 Electric lighting, wiring equipment

BRAZIL—Underwater lighting equipment for swimming pool installation. Constructor and wholesaler desires to purchase for own use and resale. Requests catalogs. Acquazul Engenharia Ltda., Avenida Almirante Barroso 90, 11° andar, grupo 1103/1105, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 7/1/65.

● **PAKISTAN**—Supply of 1230 cable terminal boxes. Tender No. Pur. 3-1/65/625, bid deadline Aug. 12. The Director General, Telegraph & Telephone, Karachi.★ (Telephone: 202-WO 7-4242).

PANAMA—Electrical switch boxes; electrical outlet boxes; conduit pipe. Melo & Cia, S.A. (importer, distributor), P.O. Box 333, Panama, R.P. WTD 1/18/65.

366 Communication equipment

AUSTRALIA—Communications and electronic test equipment of a scientific nature and oriented to military and government applications, especially signal generators. Direct purchase and agency. Kenelec Imports Pty. Ltd., (importer, distributor, manufacturers' representative), 49 Essex Rd., Mount Waverly, Victoria. WTD 6/25/65.

● **PERU**—Supply and installation of: (1) Telegraph equipment in the national telegraph network, (2) Amplifying equipment in the control telegraph station at Lima, (3) Telegraph equipment at Truijillo and Arequipa, and (4) Teleprinter equipment in the national telegraph network. Bid deadline Aug. 23. Correos y Telecommunicaciones, Correo Central, Jiron Camana, 1° cdra, Lima. Specifications on each of the projects are available in Spanish.★ (Telephone: 202-967-4823).

TRINIDAD, W.I.—Broad band multi-channel telephone quality radio equipment; telephone exchanges and systems, including outside and inside telephone plant; data and telemetry equipment. Telecomm Ltd., 69 Frederick St., P.O. Box 732, Port of Spain. WTD 3/16/65.

367 Electronic components, accessories

GERMANY—Parts for manufacturing electronics apparatus. GM-technik (sales agent), 111 Dunantring, 6230 Frankfurt/Main-Sossenheim, West Germany. WTD 7/8/65.

369 Electrical machinery, equipment, supplies

GERMANY—Dry batteries (primary elements), international norm IEC. Direct purchase or sales agency. Requests quotations cif Hamburg or Rotterdam. Guenther Schmitt Batterie Import Dienst (importer, wholesaler), 59 Brandenburgerstrasse, 638 Bad Homburg v.d.H., West Germany. WTD 7/8/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Supply of one diagnostic X-ray apparatus with motor driven tilting table, image intensifier, medical closed circuit television chain, accessories, spare parts; one dental X-ray unit; one diagnostic X-ray apparatus with horizontal bucky tables, universal bucky stands, patient trolly, mounting arrangement for X-ray tubes, accessories, spare parts. Tender No. 1/65, bid deadline Aug. 14. Terms and specifications available from issuing authority at $14 per copy. Tenderers must submit a bank guarantee issued by or through an Iraq bank for an amount equivalent of 8% of total value of the tender. African Iraqi Trading Co., Tender Section, P.O. Box 17, South Gate, Baghdad.

ITALY—Electrodes, 40, 60, 90, 120, 150 milliampere, for neon light signs. Direct purchase and agency. A.V.A., Dr. De Felici Luciano (wholesaler), Via del Porto Fluviale 24, Rome. WTD 6/30/65.

PAKISTAN—Starters, 110 v.; choke, 40 watts. New Forward Mechanical Works (manufacturer), 42 The Mall, Lahore, West. WTD 7/2/65.

373 Ship building, repairing

FRANCE—Pleasure motorboats, 17' or more in length. Direct purchase and agency. Air Couzinet Transoceanic (agent, subcontractor, retailer), 3 Blvd. de Levallois prolonge, Levallois-Perret (Seine). WTD 3/23/64.

374 Railroad equipment

● **UAR**—Supply of 280 rail treadles to be fitted to flat bottom rails. Tender No. E. R. 729/1/6, bid deadline Aug. 2. The Inspector General of Way & Works, Egyptian Railways, Ramses Square, Cairo. Tender documents and specifications may be obtained from the issuing authority upon payment of LE.0.250 m/ms/(US$0.60). Copy of tender specifications are available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory apparatus and scientific instruments: anemometers, laboratory autoclaves, centrifuges; drawing instruments. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue du Bois, Asnieres (Seine). WTD 6/22/64.

● **INDIA**—Supply of three cable fault locaters with accessories, Tender No. 946/BPO/PR/E610/5409, bid deadline Aug. 4; optical plumits, telescopic, with stand, range 600 mm., Tender No. 947/BPO/BEAS/D-127/5640, bid deadline Aug. 9; modified precision levels giving direct reading to 0.001 inch, Tender No. 947/BPO/BEAS/I-106/5622, bid deadline Aug.

9. Chief Purchase Officer, BEAS Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents available free from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. References D/ENQ/1787, 1788, and 1789, respectively.

TRINIDAD, W.I.—Marine research equipment, including microscopes. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Gov't of Trinidad & Tobago, St. Clair.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Gas detectors. Requests replies in French. Ets Jean Brandt S.A. (importing wholesaler), 12 Rue de la Division Leclerc, Strasbourg (Bas-Rhin). WTD 7/1/65.

Scientific instruments for measuring, controlling, indicating temperature, pressure and vacuum, humidity, density, acidity, all physical characteristics. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue due Bois, Asnieres (Seine). WTD 6/22/64.

GERMANY—Electronic regulating devices for humidity, temperature, pressure, standards, quantities. Direct purchase or sales agency for southern Germany. Requests replies in German. H. M. Vollmer-Heim (manufacturer, importer, sales agent), 27 Freinsheimerstrasse, 6715 Lambsheim/Pfalz, West Germany. WTD 7/8/65.

383 Optical instruments, lenses

FRANCE—Optical measuring and testing instruments: refractometers, spectroscopes, polariscopes; microscopes. Direct purchase and agency. Alba (manufacturer, agent), 7 Rue du Bois, Asnieres (Seine). WTD 6/22/64.

TRINIDAD, W.I.—Microscopes, for marine research equipment. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Government of Trinidad & Tobago, St. Clair.

384 Surgical, medical, dental instruments

SOUTH AFRICA—Surgical instruments and allied goods. Direct purchase and agency. Gurr Surgical Instruments (Pty) Ltd. (importer, wholesaler, retailer), P.O. Box 1562, Johannesburg. WTD 6/29/65.

386 Photographic equipment

BELGIUM—Cameras, 16 mm or 8 mm, for microfilming and offset in offices; all related equipment; paper, lamps. S.A. Burma—Facma (importer, exporter, wholesaler), c/o Mr. Henry Francart, 20-22 Rue d'Assaut, Brussels 1. WTD 6/8/65.

FINLAND—Pre-sensitizing apparatus for plates, developing centrifuge, related graphics equipment. Requests full details, prices, brochures. Satatuote (manufacturer paper products), Rantakatu 1, Rauma. WTD 7/2/65.

● **TAIWAN**—Supply of one white printing machine with four pieces of additional mercury vapour high-pressure lamps as spares. Tender No. GF4C-21695(P), bid deadline Aug. 10. Purchasing Department Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-2939).

393 Musical instruments, parts

● **IRAQ**—Supply of music equipment for army units including 100 B-flat silver plated bugles; 30 silver plated cavalry trumpets; 130 ropes for drums; 100 cords for bugles; 60 drum rope tensions; 100 drum braces; 145 drum sticks; 150 uncut drum head skins; 80 leather drum belts; 120 pairs cotton gauntlet gloves; 50 dress cords; 50 drum snares; 80 drum hoops; 20 pairs cymbals; 50 pairs cymbal straps; 50 drum major maces. Tender No. ORD/67/65, bid deadline, Aug. 10. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from Military Attache, Iraqi Embassy, Washington, D.C.

394 Toys, amusement, sporting, athletic goods

SOUTH AFRICA—Toys, hobbies, joke novelties, dolls, toy animals. Direct purchase and agency. Barkhan & Co. (Pty) Ltd., (importer, exporter, manufacturer), P.O. Box 8640, Johannesburg. WTD 6/16/65.

TRINIDAD, W.I.—Commercial fishing equipment; nets for bottom or surface; floats, plastic and metal. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Gov't of Trinidad & Tobago, St. Clair.

395 Pens, pencils, office, artists' supplies

FRANCE—Novelty pens, pencils, and pen points to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Key-rings, insignia, other trinkets, to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

399 Manufacturing industries

FRANCE—Ashtrays, cigarette holders, lighters, other smoking accessories; letter openers, paperweights, all kinds of novelty giftware; to be used as advertising gifts. Requests replies in French. Slog Publicite (advertising agency), 20 Rue de Leningrad, Paris 8e. WTD 8/10/64.

● **IRAQ**—Supply of 1,000 automobile fire extinguishers and miscellaneous fire fighting equipment including, but not limited to: Fire extinguisher refills; asbestos fire suits and blankets; rubber boots and rubber gloves; safety nets; fire brigade helmets. Tender No. ORD/68/65, bid deadline Aug. 14. Tender documents available free from the Military Attache, Iraqi Embassy, Washington, D.C. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

539 General wholesalers

MALAWI—Secondhand clothing, including overcoats. Direct purchase and commission agency. Crescent Clothing Industries (Pvt.) Ltd. (manufacturers, distributors), P.O. Box 644, Blantyre. WTD in preparation.

891 Engineering, architectural services

★★ THAILAND—Trade Mission

Interested in technical services for road construction and public works. Desires to communicate with U.S. engineering firms who can provide such technical services. Central Engineering Co., Ltd., (importer, construction contractor), 1585 Phaholyotin Rd., Bangkok. WTD 6/18/65. TM 34 F.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

225 Knitting mills, products

KOREA—Sweaters made of natural, synthetic, or blended yarns. Firm wishes distributors for east coast, Chicago, and west coast. Dong Kwang Knitting Factory (manufacturer, registered trader), Central P.O. Box 507, Seoul. WTD in preparation.

Sweaters of natural, synthetic or combined yarns. Direct or through agent. Lee Brothers & Co., Ltd. (exporters, importers), International P.O. Box 1159, Seoul. WTD in preparation.

230 Apparel

KOREA—Dress and sport shirts; jeans; other clothing items, ready-made or made to order. Direct sale or through distributor representative. Lee Brothers & Co., Ltd. (exporters, importers), International P.O. Box 1159, Seoul. WTD in preparation.

273 Books

FRANCE—Rare books dealing with archaeology or the history of art. Fernand de Nobele (publisher, dealer), 35 Rue Bonaparte, Paris 6e. WTD 6/24/65.

314 Footwear, except rubber

FRANCE—Boots and shoes of good quality for athletic sports: Ski boots, waterproof double leg, arch support, rigid soles, foam rubber lining. Cyclists' shoes, for competition and sports, one-piece perforated leg, soft butt leather sole. Wholesale exportation direct or through agents. Descriptive booklet available on loan from Trade Opportunities Staff, BDSA 6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Societe des Chaussures Ours (manufacturer, wholesaler, exporter), Route de Versillat, La Souterraine, Creuse. WTD 6/28/65.

345 Screw machine products

KOREA—Wood screws, all sizes; direct sales to importers; can supply up to 20,000 gross per month. Kia Manufactory (manufacturer), 48, 4-ka, Dong In Dong, Taegu. WTD in preparation.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Beef, pork meat and offals, frozen and canned; frozen and canned poultry and offals, excluding liver preparations. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

Canned pork, beef meat, preparations; canned poultry and offals, excluding liver pates. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 Rue Jean Nicot, Paris 7e. WTD 2/27/64.

202 Dairy products

FRANCE—Powdered milk and cream; concentrated milk, sweetened or not sweetened. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

Canned, powdered, or concentrated milk. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 Rue Jean Nicot, Paris 7e. WTD 2/27/64.

203 Canning, preserving foods

FRANCE—Fish, crustaceans, frozen and canned, excluding herring, tunafish, sardines. Frozen fruit, containing added sugar; all frozen prepared foods. Canned soups, baby foods, health foods. Canned grapefruit juice, apricot juice, lemon juice. Sauces and mixed seasonings. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

Canned food products: fish and crustaceans, excluding tuna fish and sardines; soups; baby foods and health foods; pulse; grapefruit juice, lemon juice, apricot juice; sauces and mixed seasonings. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 Rue Jean Nicot, Paris 7e. WTD 2/27/64.

204 Grain mill products

FRANCE—Preparations of flour, starch or malt extract for infant food or for dietetic or culinary purposes; to contain less than 50% cocoa. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

Preparations of flour, starch or malt extract for infant food or for dietetic or culinary purposes; to contain less than 50% cocoa. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 Rue Jean Nicot, Paris 7e. WTD 2/27/64.

207 Confectionery

FRANCE—Roasted and salted peanuts; other nuts. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

Roasted and salted peanuts; other nuts, canned. Requests replies in French. Ancienne Maison Marcel Bauche (importer, dealer), 4 Rue Jean Nicot, Paris 7e. WTD 2/27/64.

209 Food preparations

FRANCE—Powdered preparations for ready-to-mix desserts such as "Jello", custard, similar foods. Exclusive agency. Raoul Van de Casteele (importer, dealer), 23 Rue Alexandre Dumas, Paris 11e. WTD 2/3/64.

223 Broad woven fabrics, wool

SOUTH AFRICA—Fabrics for men's and women's apparel. Vaaltex (Pty) Ltd. (sales agent), P.O. Box 10863, Johannesburg. WTD 6/30/65.

241 Logging camps, logging contractors

AUSTRALIA—Timber, including but not limited to flitches, framing, heavy material, molding, cut stock. Comyn Smith & Co. (manufacturers' representative, importer), 11 Phillip St., Sydney, N.S.W. WTD 7/7/65.

264 Converted paper

PAKISTAN—Blue match paper; 6-ply waterproof paper. Requests quotations c&f Karachi. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

272 Periodicals

GERMANY—Scientific periodicals. Sales agent/distributor for West Germany. Werner Flach (wholesaler, retailer, importer), Altkoenigstrasse 10, 6 Frankfurt am Main, West Germany. WTD 6/30/65.

273 Books

AUSTRALIA—Educational books. Comyn Smith & Co. (manufacturers' representative, importer), 11 Phillip St., Sydney, N.S.W. WTD 7/7/65.

GERMANY—Scientific books. Sales agent distributor for West Germany. Werner Flach (wholesaler, retailer, importer), Altkoenigstrasse 10, 6 Frankfurt am Main, West Germany. WTD 6/30/65.

282 Synthetic materials

TURKEY—Polyvinyl chloride; polyethylene; cellulose acetate. Richard Ehrngruber (importer, agent), Persembe Pazari Cad. 20, Yogurtcu Han No. 7, Galata, Istanbul. WTD 6/29/65.

287 Agricultural chemicals

PAKISTAN—Insecticides and fungicides, animal repellants, fumigants—household, industrial, soil types. Fertilizers, complete mixtures. Requests quotations c&f Karachi. Orient Trading (Pak) Corp. (importer, agent), Hemani Mansion, Opp. K.M.C., Bunder Rd., Karachi. WTD 3/30/64.

289 Chemical products

IRAN—Synthetic resins for surface coating industry. Plaskar Industrial & Chemical Co. Ltd. (importer), Shahabad 89, Baghe Sepah Salar, Tehran. WTD 7/6/65.

307 Plastic products

TURKEY—Polystyrene plastics, extrusion molded, injection molded. Richard Ehrngruber (importer, agent), Persembe Pazari Cad. 20, Yogurtcu Han No. 7, Galata, Istanbul. WTD 6/29/65.

351 Engines, turbines

PAKISTAN—Electric generating sets. Requests quotations c&f Karachi. Pak-Am Agencies (importer, agent), Ojha Bldg., Near Lyric Cinema, Garden Rd., Karachi. WTD 12/14/64.

352 Farm machinery

PAKISTAN—Farm earth-moving equipment, parts, accessories. Requests quotations c&f Karachi. Orient Trading (Pak) Corp. (importer, agent), Hemani Mansion, Opp. K.M.C., Bunder Rd., Karachi. WTD 3/30/64.

Harvesting machinery, accessories. Farm, poultry equipment attachments. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 8/21/64.

SOUTH AFRICA—Fertilizing equipment, such as sprayers and dusters. Omnia Group of Companies, Omnia Farmers Services (Pty) Ltd. (importer, retailer), P.O. Box 1742, Johannesburg. WTD 6/16/65.

353 Construction, mining, material handling machinery

ENGLAND—Large truck-mounted cranes. Agency representation in U.K. and Western Europe. Stewarts Construction Equipment Ltd. (manufacturers, importers), Benhams House, Horley Row, Horley, Surrey. WTD 7/6/65.

PAKISTAN—Water, oil, gas drilling machines and equipment. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103 Ghafur Chambers, Victoria Rd., Karachi. WTD 8/21/64.

Power cranes—shovel, dragline types. Requests quotations c&f Karachi. Groupe Marketing Ltd. (importer, agent), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi. WTD 5/20/64.

Cranes—shovel, dragline types. Road rollers. Requests quotations c&f Karachi. Orient Trading (Pak) Corp. (importer, agent), Hemani Mansion, Opp. K.M.C., Bunder Rd., Karachi. WTD 3/30/64.

354 Metalworking machinery

PAKISTAN—Automotive garage; service equipment. Requests quotations c&f Karachi. Pak-Am Agencies (importer, agent), Ojha Bldg., Near Lyric Cinema, Garden Rd., Karachi. WTD 12/14/64.

355 Special industry machinery

AUSTRALIA—Stainless steel components for specialized food processing, beverage, brewery, distillery and chemical industries. Comyn Smith & Co. (manufacturers' representative, importer), 11 Phillip St., Sydney, N.S.W. WTD 7/7/65.

356 General industrial machinery

AUSTRALIA—Specialized metering and pumping devices. Comyn Smith & Co. (manufacturers' representative, importer), 11 Phillip St., Sydney, N.S.W. WTD 7/7/65.

PAKISTAN—Centrifugal pumps. Requests quotations c&f Karachi. Pak-Am Agencies (importer, agent), Ojha Bldg., Near Lyric Cinema, Garden Rd., Karachi. WTD 12/14/64.

Air compressors, portable and stationary. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 8/21/64.

357 Office, computing, accounting machines

PAKISTAN—Computing and accounting machines, typewriters, duplicating and reproduction machines. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 8/21/64.

358 Service industry machines

PAKISTAN—Air conditioners, central station self contained types; packaged room types. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 8/21/64.

Air conditioners, packaged room types. Requests quotations c&f Karachi. Orient Trading (Pak) Corp. (importer, agent), Hemani Mansion, Opp. K.M.C., Bunder Rd., Karachi. WTD 3/30/64.

362 Electrical industrial apparatus

FRANCE—Micro-motors. Techniques Europeenes de Commutation (manufacturer, dealer), 79 Rue du Temple, Paris 3e. WTD 4/23/65.

PAKISTAN—Diesel generators. Requests quotations c&f Karachi. Groupe Marketing Ltd. (importer, agent), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi. WTD 5/20/64.

366 Communication equipment

PAKISTAN—Street traffic signals, electric. Requests quotations c&f Karachi. Alison-Son & Co. (importer, agent), 189/A-2 P.E.C.H.S., P.O. Box 102, Karachi. WTD 8/17/64.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Motor truck trailer bodies. Requests quotations c&f Karachi. Groupe Marketing Ltd. (importer, agent), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi. WTD 5/20/64.

386 Photographic equipment

FRANCE—Projection screens, glass-beaded, standard types and sizes, for viewing diapositive slides; related accessories. Medium priced, good quality. Agency for France or section thereof. Ateliers Electro-Mecaniques des Pyrenees (manufacturers), Usine Laubadere, Tarbes, Hautes-Pyrenees. WTD 6/22/65.

394 Toys, amusement, sporting goods

AUSTRALIA—Educational toys, including but not limited to games. Comyn Smith & Co. (manufacturers' representative, importer), 11 Phillip St., Sydney, N.S.W. WTD 7/7/65.

Future Construction

GERMANY—Plans are under way for the construction of a new, **750-bed hospital** in Berlin's Kreuzberg district. The project will be financed by the City of Berlin. Total cost is estimated at DM81 million (approx. $20 million). Construction is scheduled to begin in 1966 and will extend over a five-year period. Plans for the project were prepared by architect Professor Peter Poelzig, Uhlandstr. 28, 1 Berlin 15.

The hospital will consist of a two-story treatment and utility building about 200 meters long, with a ground floor and basement. On top of this base building will be eight more stories containing the 750 beds for patients. The hospital will have a central operating area as well as a central oxygen supply and sterilization unit. All closed-in areas of the building will be air-conditioned.

Also planned are a water supply plant which in case of emergency could supply all necessary drinking water, a boiler plant utilizing an oil furnace, and a power aggregate for furnishing emergency electric power.

Firms which wish to have their products considered for use in this project or which desire to obtain more information about the project should write: Neue Heimat Kommunal, Buro Berlin, Bismarckstr. 111, 1 Berlin 12.

JAPAN—A previous report (INTERNATIONAL COMMERCE, Jan. 6, 1964, p. 43) reported the Japanese National Railway Corporation's plans for a 36.5-kilometer **railway tunnel,** the Seikan Tunnel, to link the main islands of Honshu and Hokkaido. This would be the longest underseas tunnel in the world and would offer an opportunity for U.S. firms selling equipment for tunnelling.

While it is expected that it will be another five years before the final decision on construction of this tunnel will formally be made, the first phase of digging an exploratory shaft from the Hokkaido side was completed on May 1, a year after commencement.

The shaft, 4.9 meters in length, 6-meters width, and 2.5/10-meters slant, now extends some 402 meters from the shore 91 meters under sea level. It will be continued out, and a second similar pilot shaft will be begun from the Aomori side in October by the Seikan Tunnel Public Corporation, set up by the government to manage this project. The excavations are to test the feasibility of such a tunnel. Unless insurmountable geological difficulties develop, it is estimated that this record-breaking underseas railway tunnel will be carried out. The new State Minister for Hokkaido Development, Fukuyasy Fukuda, is giving his wholehearted support for the project.

U.S. firms interested in selling tunnelling or other engineering equipment should write to the Superintendent Engineer, Japan National Railways, Marunouchi, Chiyoda-ka, Tokyo.

MALAYSIA—The Minister of Local Government & Housing, Khaw Kai Boh, has announced that the Ministry of Finance had approved M$50 million (M$3.05 = US$1) for immediate use to develop **low-cost housing projects.** The M$50 million would be in addition to the M$7½ million included in the 1965 Development Estimates for low-cost housing.

Priority would be given to projects aimed at easing the acute housing shortage in Kuala Lumpur. The Malaysian Government has acquired the Wardiburn Estate containing about 700 acres near Setapak, north of Kuala Lumpur on the road to Ipoh.

The Malaysian Government plans to build 45,000 low-cost apartments housed in 17-story blocks interspersed with 4-story blocks; 188 acres of the estate will be reserved for housing 2,000 government employees, and 100 acres for light industries. The development of the Wardiburn Estate, expected to cost M$240 million, is to be spaced over a number of years. The Government hopes to introduce prefabricated construction techniques in developing the area. The estate project will also include shops, schools, clinics, community centers, a police station, and a post office.

Approval has been given to 30 projects to be undertaken this year in various states of Malaya, containing 3,576 units, mostly brick terrace and detached wooden houses. These projects are expected to cost M$12 million, with some of the projects scheduled for completion this year.

Another project, under the Commissioner of the Federal Capital, to begin soon at Circular Road in Kuala Lumpur, will include 2,884 units costing about M$20 million. The Federal Government is presently negotiating to introduce prefabricated construction techniques on this project.

The Ministry has plans to construct high-density apartment buildings at Cheras, southeast of Kuala Lumpur on the road to Seremban, and at Kampong Kurinchi, near the University of Malaya. These two projects would originally be aimed at resettling squatters in the two areas but would later be expanded to accommodate about 50.000 people.

The Federal Government is presently approaching the various states to provide suitable land for the Ministry to undertake construction of multi-story apartment buildings. Appropriate sites in Penang are being considered and it is hoped that the projects will be started there by 1966 at the latest.

MALI—Proposals will be solicited shortly by the Government of Mali for the construction of the Higher Teacher Training College, Bamako, and the Central Veterinary Laboratory, Sotuba (Bamako). Following the result of these proposals, one lump sum contract will be awarded to cover the concrete and masonry construction of the following buildings at **Higher Teacher Training College:** academic, library, assembly hall, service and dining, control, student lounge, men's dormitories, women's dormitories, and visitors' quarters; and for the **Central Veterinary Laboratory at Sotuba,** concrete and masonry buildings for vaccine control and research, production, service.

The lump sum contract will also cover the following items:

Site Development: General site development and landscape work and installation of plant material supplied by the Government of Mali;

Equipment: Procurement of all mechanical, electrical and miscellaneous equipment to be manufactured in the United States;

Furniture: Procurement of various items of fixed furniture to be manufactured in the United States.

Prequalification of bidders for the work is required, and those firms interested and wishing to be considered should promptly write: The Architects Collaborative, Inc., 63 Brattle St., Cambridge 38, Massachusetts; or, The Architects Collaborative, c/o TAC S.p.S., Viale Gorizia 24-C, Rome, Italy, who are acting in this matter on behalf of the Government of Mali. Bidder's Prequalification Questionnaire must be returned to either of the above men-

tioned addresses within 45 days from the date of publication of this Notice.

Invitations for Bids will be available to, and bids will be accepted from, only those firms which give evidence in the prequalification response that they have successfully completed construction of similar projects.

Approximate value of the work is $2 million for the Higher Teacher Training College and approximately $1 million for the Central Veterinary Laboratory. It is estimated that the starting date for the contract will be Nov. 1, and that the date for completion of all work under this contract will be May 1, 1967 (18 months).

Loans from the United States Agency for International Development will assist in financing these projects. All imported goods and services will be of United States source and origin in accordance with U.S. A.I.D. regulations.

The proposals, which will be on a competitive basis, shall be open to U.S. firms or firms substantially owned by U.S. interests only, as defined by U.S. A.I.D. regulations, and shall require bid, performance and payment bonds. Such U.S. contractors may subcontract up to a maximum of 50% of the work on each project, excluding procurement outside of Mali, to U.S. or local firms.

Proposals will also be solicited on or about Nov. 1 for construction of **housing at the Higher Teacher Training College.** This work will consist of construction of: 18 two-bedroom apartment units, one 3-bedroom house, site development, and fixed equipment. Value of this work is approximated at $375,000. This work would proceed concurrently with the other works at the same site.

Further information regarding the intended contract procurement can be obtained from: The Architects Collaborative, 63 Brattle St., Cambridge 38, Massachusetts, U.S.A.; or c/o TAC S.p.A., Viale Gorizia 24-C, Rome, Italy; or at the Ministry of Public Works, Communications & Power, Department of Housing, Planning & Civil Buildings, Bamako, Mali. Notice No. AFR/CDF-52.

SOUTH AFRICA—Water conservation projects in the Transvaal over the next few years will cost an estimated R28 million (R1= $1.40). The Government has announced a plan to construct an R8,600,000 dam across the Vaal River at Oppermansdrift.

This dam is expected to meet the needs for water in the southern Transvaal industrial complex until 1983. The dam is to be constructed one mile upstream from Bloemhof and will have a capacity of 250,000 million gallons. The Secretary of Water Affairs, Mr. J. M. Jordaan, stated that the Oppermansdrift dam would be completed within five years.

Other projects which are being undertaken in the Transvaal include the following: A R1,411, 553 **expansion of the Phalaborwa Water Board scheme** bringing the total cost of the project to R8,500,000. A R400,000 **expansion of the Melelane Irrigation Board scheme,** bringing the total cost of the project to R2,140,000. A R300,000 **expansion of the Hammarsdale water supply,** bringing the total cost of the project to R1,000,000. A further R300,000 to be spent on the **Vergelegan works in Letaba district. Construction of a storage dam on the Watervalrivier Rustenburg.** The first stage will be R1,219,000 and the whole project R2,350,000. **Construction of a storage dam on the Watervalrivier scheme in the Lydenburg district.** The first stage will cost R1,219,000 and the whole project R2,350,000. **Construction of the Turksvybult storage dam for Tzaneen Irrigation Board.** First stage will cost R330,000, but ultimate cost is likely to be R2,100,000.

SWITZERLAND—Both houses of the Parliament have approved the Federal Council's proposal for the construction of a **road tunnel** through the Mt. Gotthard Massif in Central Switzerland to provide an all year round road link between the areas north and south of the Alps. The proposal was submitted at the beginning of this year. No details as to the exact cost of the project or the date when the work is to commence are as yet known, although it is expected that the tunnel will cost well over SF 300 million (One Swiss Franc = approx. $0.23).

THAILAND—Hilton International Company has taken over the operation of the **Rama Hotel** as of July 1. Plans are now underway for the complete **renovation** of the present facilities and for the **construction of a 20-story addition** thereby increasing the number of rooms from 180 to 540.

URUGUAY—The Inter-American Development Bank (808 17th St., NW., Washington, D.C. 20577) has announced the approval of two loans totaling the equivalent of $3.6 million to finance a **water supply system** for several communities in the Department of Maldonado, Uruguay, east of Montevideo.

The project will be carried out by the *Administracion de Obras Sanitarias del Estado (OSE),* an autonomous agency of the Uruguayan Ministry of Public Works which is responsible for providing the nation with most of its water and sewage services.

The loan will be devoted to the construction of the Lake Sauce Central Water and Sewage System. It includes the construction of a catchment source for the system, a water purification plant with a capacity of 1,200 liters per second, a 10,000-cubic-meter control tank, and conduits for the communities to be served.

The new system will provide some 100,000 cubic meters of potable water a day to the cities of Maldonado, San Carlos, Punta del Este (Uruguay's principal resort community), and Priapolis.

New Zealand seeks bids on paper and board needs

The New Zealand Government Printing Office, Wellington, has issued an invitation to bid on tender No. P&S 1890, calling for various paper and board.

Bid deadline is Aug. 16.

Wanted are: 1,500 reams white litho printing paper, 30" x 40", basis weight 96 lb. with grain 40", and 25 reams white matt offset cartridge paper, 30" x 40", basis weight 138 lb. with grain 40", all free from unbleached or groundwood pulp; 600 reams white art litho illustration paper, 23" x 36", basis weight 100 lb. with grain 36", 60 reams black pastel paper with matt finish, 22" x 30", basis weight 50 lb.; and 20" x 30" white offset paperboard for multicoloured lithography, basis weight 18¼ lb. per hundred, with 200,000 boards having grain 20" and 5,000 boards with grain 30".

Copies of the tender and specifications are available from New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St., NW., Washington, D.C. 20036. Telephone: 202- Federal 8-8820.

Ecuador in market for broadcasting stations

The Direccion General de Telecomunicaciones y Radiodifusora Nacional del Ecuador, Ministerio de Obras Publicas y Comunicaciones, Quito, has issued tender No. 1-RND-OP calling for the supply and installation of two radio broadcasting stations. Wanted are two transmitters, one 50 Kw and the other 10 Kw, with all accessories and equipment, installed and ready for operation.

Specifications and additional data are available from the Secretaria del Comite de Licitaciones del Ministerio de Obras Publicas, Quito, against payment of 100 Sucres (approximately U.S. $6) per set. An additional U.S. $1 should be provided to cover air mail postage to the U.S.

Bid deadline is Aug. 5, 3:00 p.m., local time.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—R. C. Irish, Malvern Industries Pty. Ltd., 241 Victoria Rd., Rydalmere, N.S.W., **interested in obtaining contracts for sewing garments for U.S. manufacturers.** Arrives New York City first week in August for one month; including visits to Cincinnati and San Francisco. c/o Qantas Airways, 542 Fifth Ave., New York, N.Y.

Christopher J. Allen (and spouse), Alston Safety Equipment Pty. Ltd., 917 Nepean Highway, Moorabbin, Victoria, interested in **safety equipment for industry and sports** (boating), **plastic sheet fabrication (welding) for hospital or medical use.** Arrives August (date not specified) via New York City for four weeks. c/o Qantas Airways, 542 Fifth Ave., New York City, N.Y. WTD 1/15/65.

Jeffrey Nahum, Commercial & Industrial Air Conditioning Pty. Ltd., 122 Arthur St., North Sydney, N.S.W., interested in contacting manufacturers of **air conditioning and diesel engines** with a view towards obtaining agency. Arrives first week August via New York City for three weeks; will visit La Crosse, Wisc.; Syracuse, N.Y.; Dayton, Ohio; Boston, Mass.; Norton Grove, Ill.; and other cities. c/o Mr. M. Benforado, 1466 Grand Concourse, New York, N.Y. WTD 3/18/65.

George A. Smith, Manager, Comtec Pty. Ltd., 28 Wellington St., St. Kilda, Victoria, **interested in obtaining representation and/or licensing for manufacture of photo-copying machinery, electrostatic printing equipment, dictating machines and equipment, tape recorders and hi-fi components.** Arrives New York City Aug. 7 for two weeks; will visit Los Angeles, Aug. 11-15 inclusive. c/o U.S. Department of Commerce Field Office, New York City and Los Angeles.

GERMANY—Heinz Kraft, representing Ing.-Buero Heinz Kraft Engineering Office, **interested in representing U.S. machine tool manufacturers in South, West Germany.** Arrives New York City Aug. 1, for approx. four weeks, including visits to Washington, Chicago, Pittsburg, Cincinnati and other cities to be determined upon arrival. c/o Lt. Col. Wm. L. Yonushonis, 428 Pine Spring Rd., Falls Church, Virginia. WTD 5/12/65.

INDIA—K. K. Jajodia, Managing Director, Lynx Machinery Ltd. & Ofu-Lynx Ltd., 10 Clive Row, Calcutta, **interested in joint venture collaboration for manufacture of road and construction machinery, ore handling plant, hydraulic tipping equipment; establishment of seed farms and food processing industry. Also seeks agency representation for earth moving machinery, trucks, vehicles, dumpers.** Arrives New York City end of July (date not given) for three weeks and will visit other cities as determined upon arrival. c/o American Express Co., Inc., 65 Broadway, New York, N.Y. WTD 6/29/59 (being revised).

IRAQ—Y. E. Evan, representing his own firm (Y. E. Evan), **interested in representing suppliers of paints and auto parts.** Arrives via New York City, first week in August for one month and will visit Chicago, Canton; other cities to be decided. c/o R. Evans, 1460 N. Sandburg, Chicago, Ill.

MALAYSIA—Winston Ong, Oversea Motor Ltd., 450-452 Victoria St., Singapore 7, **interested in obtaining agencies in Singapore for automobile spare parts, water pumps, electric motors and generators, V-belting, concrete vibrators.** Arrival in August (date not given) for 2-3 weeks including visits to Chicago and Los Angeles. c/o Borg-Warner International Corp., 36 S. Wabash Ave., Chicago 3, Ill. WTD 9/29/64.

NEPAL—Ram Lal Golchha and Hulas Chand Golchha, representing the Golchha organization of Hansraj Hulaschand & Co. Pvt. Ltd., Shri Hanuman Industries Pvt. Ltd., Shri Golchha Rice, Oil, Dal & Flour Mills Ltd., Hulas Metal Crafts Pvt. Ltd., in Biratnagar, **interested in exporting raw jute, jute goods, waste, cuttings', wool, herbs, stainless steel utensils; importing machine tools, general machinery, small industrial plants in soda ash, caustic soda, vegetable dehydration, cold storage; collaboration in manufacturing scooters.** Requesting technical information on the last five items above. Late July or early August via New York City for 1 month. C/o Irving R. Boody & Co., Inc., 42 Broadway, New York, N.Y. Itinerary: New York, Washington, San Francisco, Los Angeles, Honolulu. WTD 9/10/64 on Hulas Metal Crafts Pvt. Ltd.

NEW ZEALAND—Stanley J. Geron, The House of Raymonde Ltd., Kingsford Smith St., Wellington, E 3, **interested in establishing connections with fabric supply houses with regard to cotton and synthetic textile goods.** Requesting technical information on production techniques involved in manufacture of ladies' apparel, stock control methods and accounting techniques used in retail chain outlets. Aug. 8 via Los Angeles for 10 days. Itinerary: two days in Los Angeles, c/o New Zealand Consulate, 510 West 6th St.; one week in New York, c/o New Zealand Consulate General, 630 5th Ave. WTD 6/25/65.

Significant Awards

UAR—The Government's Misr Foreign Trade Company has awarded Phillips Petroleum Company a contract for the supply of 157,000 tons of ammonium sulphate for about $7,400,000. This trade opportunity was reported in INTERNATIONAL COMMERCE, April 7, p. 38, under SIC 287.

JAPAN—The Japan Public Highway Corporation has announced that the U.S. firm, R. B. Potashnick, P.O. Box 190 Cape Girardeau, Missouri was invited to participate in an international bidding for construction work on phase "J" of the Tokyo-Nagoya Expressway project. (INTERNATIONAL COMMERCE, June 14, p. 80.) This is reportedly the first foreign construction firm to qualify, by means of pre-qualification examination, as a bidder for construction work on the World Bank financed Tokyo-Nagoya Expressway.

LAUNDRY, DRY CLEANING

Manufacturer of laundry and dry cleaning equipment and ironing machines seeks U.S. licensing rights on laundry and dry cleaning machines. Firm offers manufacturing rights to U.S. firms on accumulation type, wireless ironers.

Write: P. Lemaire & Cie, 40 rue Boucher de Perthes, Roubaix (Nord), France.

PRESTRESSED CONCRETE BEAMS

Manufacturer of reinforced concrete beams and floors seeks U.S. licensing rights to manufacture prestressed concrete beams.

Write: Societe WEBO, 11 rue du Coq Caulois, Brie Comte Robert, Seine et Marne, France, WTD.

SEWAGE PLANTS

A firm ready to produce equipment made of steel, stainless steel and aluminum would like licensing rights for the manufacture of newly-developed sewage water purification plants, especially for processing slime.

Write: N.V. Machinefabriek SPAANS, 756 Hoofdweg, Hoofddorp, Netherlands. WTD.

VALVES

Manufacturer of gas valves for pressures up to 50 p.s.i.g. seeks license to make U.S. valves suitable for pressures exceeding 100 p.s.i.g.

Write: Westwood and Wrights, Ltd., Pear Tree Lane, Dudley, Worcestershire, England. WTD.

Pakistan's businessmen will buy imports with $30 million IBRD loan

The International Bank for Reconstruction and Development (World Bank) has made a loan equivalent to $30 million to the Pakistan Industrial Credit and Investment Corporation Limited (PICIC), a privately-owned development company promoting the growth of private industry in Pakistan. It will help to meet the foreign exchange costs of imports for projects financed by PICIC.

PICIC was established in 1957 by Pakistani and foreign investors to assist in the creation and expansion of private industrial enterprises, to encourage domestic and foreign participations in such enterprises and to help create a capital market.

Of the share capital, 60% is held by Pakistani investors, 5% by the International Finance Corporation, and the balance by American, British, German and Japanese private investors.

From the start of its operations in November 1957 to December 31, 1964 PICIC had approved 405 loans amounting to 785 million Pakistan rupees ($163 million) to a variety of industries. All but Rs. 35.8 million ($7.5 million) were foreign exchange loans. About half the total number of loans were to new enterprises or for the expansion of existing enterprises and the other half for balancing and modernization equipment.

The industrial categories which have received PICIC financing include textile and jute products, engineering, food products and processing, chemicals and pharmaceuticals, cement, ceramics and glass, paper, paper products and printing, and inland shipping.

PICIC also helps industrial companies to obtain managerial, technical and administrative services.

COSMETICS

Manufacturer and wholesaler of detergents and allied lines is interested in possibility of a licensing arrangement for the manufacture and distribution of cosmetics.

Write: Freydis Manufacturing Co., Pty., Ltd., 26 Nelson St., Moorabbin, Victoria, Australia. WTD.

ENGINEERING, MINING MACHINERY

An engineering firm wishes to manufacture under license general light engineering machinery and mining machinery.

Write: Forrers, Pty., Ltd., P.O. box 293, Ipswich, Queensland, Australia. WTD.

New Books and Reports

***International Licensing Agreements.* Edited by Gotz M. Pollzien and George B. Bronfen. Published by Bobbs-Merrill Co., Inc., Indianapolis, Ind. 46206. 426pp. $22.50.**

Licensing offers definite attractions to firms looking for new means of expanding their income from foreign operations without incurring large capital outlays. The licensor of patents and technology runs relatively minor risks and gains participation in markets which may otherwise be barred by high tariffs or restrictions against foreign equity ventures. Some manufacturers have been deterred, however, by their lack of previous licensing experience and ignorance of foreign law and practice governing licensing.

Such companies will find the present volume an invaluable guide. It consists principally of articles by practitioners from 22 countries (Austria, Belgium, Canada, Denmark, England, Finland, France, Germany, Greece, Ireland, Italy, Japan, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, United States, and Yugoslavia) on the problems relating to patent, trademark, copyright and "know-how" licensing. These articles discuss the often underestimated factors, such as language differences, the variety in backgrounds of the negotiators, and the finding and qualifying of licensee companies.

Further, there is a country-by-country presentation of pertinent licensing considerations. It includes hard-to-find information on the applicable law of the state under examination, including such peripheral matters as monetary restrictions, and taxation. Other general matters of discussion relate to form and registration, eligible parties, definitions, subject matter of licenses, term restrictions, duties and warranties of the licensor, duties of the licensee, infringement, applicability of local law and the jurisdiction of local courts.

There are also discussions of the effect on licensing agreements of antitrust laws, with a detailed analysis of the application of the antitrust restrictions of the Common Market. A separate article is devoted to license agreements from the point of view of the American party.

The timeliness of this work is accentuated by the increasing importance of international licensing as an alternative to foreign investment.

Write: The Bobbs-Merrill Co., Inc., 4300 West 62nd St., Indianapolis, Ind. 46206. **V.T.**

Cameroon market study

A special market report on the Republic of Cameroon has been published in an English language edition of *Marches Tropicaux Et Mediterraneens,* an authoritative and well-known weekly magazine issued in Paris, dealing with African economic and commercial affairs.

The 149-page publication—one of several similar studies prepared by special correspondents—provides basic information on the Cameroon market for both traders and potential investors.

The survey provides basic information on all sectors of the economy and outlines the present and potential market for various commodities. Also included are details of essential laws and regulations, such as import duties and taxes and the Cameroonian Investment Code.

Loan copies of the publication are available to interested businessmen through the Embassy of Cameroon, 5420 Colorado Ave., NW., Washington, D.C. 20011 and through any Department of Commerce Field Office or the Bureau of International Commerce, Washington, D.C. 20230.

Copies may also be purchased directly from *Marches Tropicaux Et Mediterraneens,* 190 Boulevard Haussmann, Paris 8e, France, for 25 francs (about $5 per copy).

Uganda traders

The Uganda Ministry of Commerce and Industry has published a new trade list containing the names and addresses of Ugandan exporters in 27 trade and commodity groupings and listing 59 exportable products of Uganda. The U.S. Embassy in Kampala believes this list can be useful to American businessmen interested in trading with Uganda.

For free copies, **write:** Ministry of Commerce and Industry, P.O. Box, 2900, Kampala, Uganda.

***Nepal Law Translation Series.* Mahesh Chandra Regmi, Nepal Press Digest, Kathmandu, Nepal. Varying charges.**

Accurate translations of current Nepalese laws and regulations relating to industry and business are available in consolidated, up-to-date form for prices from under $1 to $3.50. To date, individual collections have been put out on central banking, the Nepal Industrial Development Corp., private firm registration, the new company act, labor rules, foreign trade, and other economic matters.

The service is a new extension of the Nepal Press Digest, for which subscriptions are also accepted. In addition, interested parties can procure continuing translations of significant press analyses and the official *Nepal Gazette.*

Write: Mr. Mahesh Chandra Regmi, Nepal Press Digest, 2-401 Naksal, Kathmandu, Nepal.

***Directory of New York Importers: 1965. (7th Ed.).* Commerce and Industry Assn. of New York. 245pp. $7.50.**

The Directory includes over 1,700 import firms in the New York metropolitan area and classifies their activities under 175 separate commodity classifications. There is also a brand-name index of some 1,300 foreign products.

Write: World Trade Dept., Commerce and Industry Association of New York, Inc., 99 Church St., New York, N.Y.

E. African Customs Journal

A new edition of the International Customs Journal for East Africa, dated March 1965, is available on a loan basis from any of the 42 Field Offices of the U.S. Department of Commerce. The Journal, which contains details of the customs and excise duties in operation in Kenya, Tanganyika, and Uganda, is based on the official document "East African Customs and Excise Tariff Handbook" of October 1964, and includes amendments up to April 8, 1965.

International Customs Journals are issued by the International Customs Tariffs Bureau in Brussels. Copies are made available to member governments only and may not be purchased privately.

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Calendar *for international traders*

July

27—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

27—In-Office Export Workshop, Field Office, **Dallas.**

27—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; World Trade Club; REEC.

27—Export Expansion Workshop, 10:30 a.m. to 12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

29—In-Office Export Workshop, Field Office, **Chicago.**

29—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

30—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

August

2-6—International Marketing Institute, Colorado State University, **Fort Collins, Colo.** Sponsor: Sales and Marketing Executives-International, Denver.

3—World Trade Center in New England, Inc., luncheon meeting, 12 noon, Sheraton Plaza Hotel, **Boston.** Speaker: Edwin O. Reischauer, U.S. Ambassador to Japan.

4—In-Office Consultations with Walton H. Stewart, member, Trade Mission to Iraq, Kuwait, Lebanon, Field Office, **Dallas.**

5—In-Office "Show-You" Workshop on Export Expansion, Chamber of Commerce, **Cape Girardeau, Mo.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

6—In-Office Conference on Export Expansion, Field Office, **Honolulu.**

6—In-Office "Show You" Workshop on Export Expansion, Chamber of Commerce, **Sikeston, Mo.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

10—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

12—Export Workshop and lunch, Holiday Inn, **Ottumwa, Iowa.** Speaker: E. W. Klapmeier, member, U.S. Trade Mission to Middle East. Sponsors Field Office, Department of Commerce; Chamber of Commerce; REEC.

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19-20—Private consultations with Commercial Attache, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Richard Garnitz, Bureau of International Commerce.

24—Export Expansion Workshop, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn.; Field Office, Department of Commerce.

24—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

9—In-Office Meeting, Field Office, **Chicago.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultation with E. F. Becker, Senior Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

15—Iowa REEC Meeting, Des Moines Club, **Des Moines.**

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

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